

# GRAIN & FEED JOURNALS

## CONSOLIDATED

Vol. LXXXII. No. 12

Chicago, Ill., U. S. A., June 28, 1939

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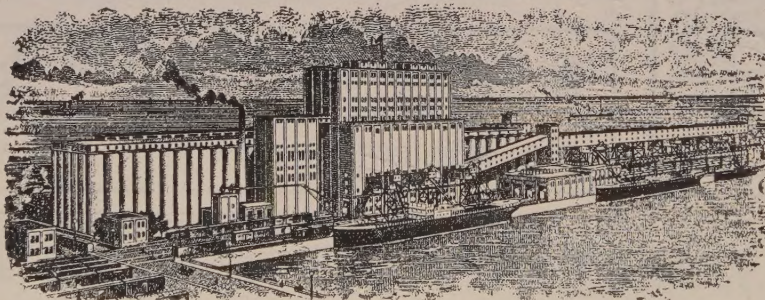
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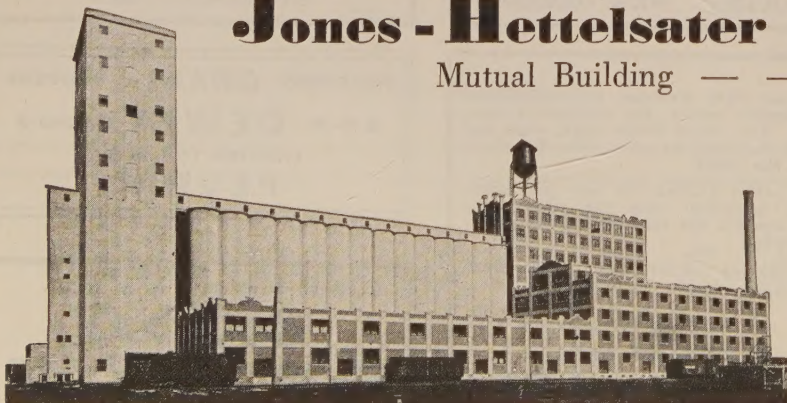
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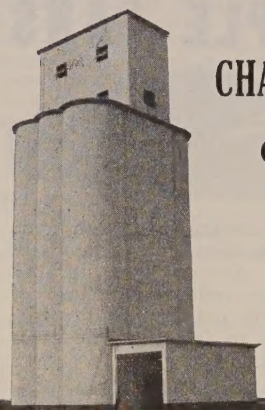
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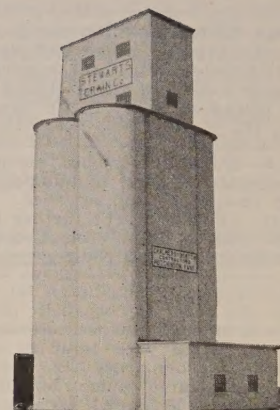
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**CRIBBED GRAIN ELEVATOR**—35,000 bu. capacity, 11 bins; flour and feed house; office and engine room, office equipment; located at Nunda, S. D. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebraska.

**TO SETTLE ESTATES**—Elevator located 100 miles south of Chicago, on the CEI Ry., excellent location; handled over three hundred thousand bushels in 1938; will stand closest investigation and priced to sell. S. D. Sturdevant, Cissna Park, Ill.

**FOR SALE**—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

**ILLINOIS**—Country grain station for sale; on C&EI Ry., in the heart of corn belt; plant consists of two iron clad, cribbed elevators, detached ear corn crib with built in elevator, all operated by gasoline engines, coal sheds, seed house and frame office building with scales, all buildings in good physical condition. Principal crops, corn, oats and soy beans, normal annual business 300,000 bushels, will run more than that amount present fiscal year. For detailed information, address Lock Box No. 126, Gilman, Ill.

## ELEVATORS FOR SALE

**KIMBALL, NEBRASKA**—15,000 bu. grain elevator for sale. Address 82K3, Grain & Feed Journals, Chicago.

**CENTRAL ILLINOIS**—Elevator for sale; nearest elevator about five miles; attractive to owner looking for self sustaining business; present owner, age 71, retiring. Address 82E1, Grain & Feed Journals, Chicago.

## ELEVATORS WANTED

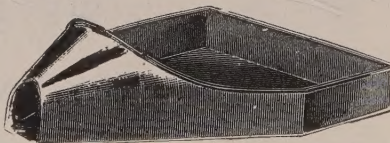
**INTERESTED** in leasing or buying elevator, preferably located in northern or central Indiana. Address 82M8, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## FEED MILL FOR SALE

**EAST CENTRAL ILLINOIS**—Well equipped feed mill doing good business; wonderful opp.; terms to suit. C. H. Wade, Georgetown, Ill.

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00;  
Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

## SITUATION WANTED

**SITUATION WANTED**—Lady bookkeeper and typist, experienced in grain business desires position. Address 82L5, Grain & Feed Journals, Chicago.

## FARMS FOR SALE

**FOR SALE**—360-acre stock farm, Peoria County, Ill.; good buildings, well watered; ideal for livestock. 185 acres under cultivation. Address 82N1, Grain & Feed Journals, Chicago.

## SALES AGENTS WANTED

**PROVEN NECESSITY** for grain elevators, flour mills and processing plants. Outstanding opportunity for sales volume. Must have auto and sell on good commission basis. Territory open in East, Southeast, West and Northwest. State experience and qualifications. Address 82D13, Grain & Feed Journals, Chicago.

## SAMPLE ENVELOPES

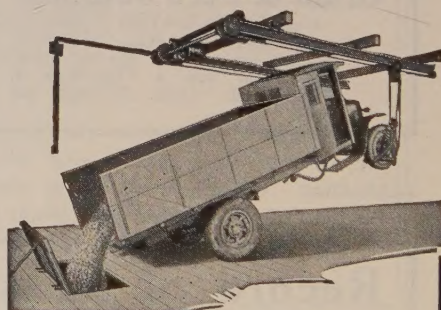
**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size  $4\frac{1}{2} \times 7$  inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## ADDRESS WANTED

**WANTED**—Present address of Robert McDaniel, formerly operating the Cedarville Elevator at Cedarville, Ohio. Address 82M1, Grain & Feed Journals, Chicago.

## McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

**L. J. McMILLIN**

525 Board of Trade Bldg., Indianapolis, Indiana

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332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....

## MACHINES FOR SALE

**CORN CUTTER** and grader, feed mixer, JB mill motor. W. W. Pearson, Reynolds, Ind.

**CORN CUTTER & Grader**—has motor—used very little. 82A7, Grain & Feed Jnl's., Chicago.

**50 H.P. DIESEL ENGINE**, 1,160 r.p.m. for sale at sacrifice. The Wenz Farms, Inc., Breinigsville, Penn.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 82A9, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Big Chief Hammer Mill, size F 50 h.p. motor, complete. Star Feed Co., Beresford, South Dakota.

**DRYERS—ROTARY-Hot Air**—Two used only 3 months; 4 ft. x 15 ft.; will dry all grains. Lealand Dairy Co., Mattoon, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 82A10, Grain & Feed Journals, Chicago, Ill.

**AIRBLAST CARLOADER**—Boss, Model N-6, used very little; a very good buy. Address 82L10, Grain & Feed Journals, Chicago.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 82A8, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—One 20 h.p. McCormick-Deering power plant; good condition; cheap operating. Weedman Grain & Coal Co., Farmer City, Ill.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

**FOR SALE**—A Tag-Heppenstall Moisture Meter; in good working condition; used one year. Price \$190.00. National Hybrid Corn Co., Anamosa, Iowa.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**BARGAIN SALE**—1 No. 301 Eureka Double Fan Cleaner; used very little; capacity 75 bu. per hour; price \$85.00. Thos. P. Rose, Shiloh, Va., Distributor of Milling Machinery.

**FOR SALE**—Two used cracked corn polishers; both in excellent condition. One used only one season. Priced for quick sale. Address 82H3, Grain & Feed Journals, Chicago.

**DOAK SPOUT HOLDER**—"Best on earth." Price \$10.00, satisfaction guaranteed; full information on request. Manufactured and distributed by Superior Mfg. Co., Albert City, Iowa.

**BARGAIN**—20" attrition mill, reverse ball bearing drive and 40 h.p. motor now in use, available in 15 days; price and full particulars. Write 82M10, Grain & Feed Journals, Chicago.

**CLEANER** for sale: Monitor 6A Double shoe for either separating corn from cobs or cleaning small grain; in first class condition; will sacrifice to make room. J. R. Helman, Box 96, Bradford, Ohio.

**NEW & REBUILT MACHINERY**—Flaking rolls two and three pair high feed rolls; hammermills—New Steel King's 35 to 150 h.p. belt or motor driven, Gruendler's 16-40 and 24-40, Jay Bee's, Miracle Ace and Hughes; automatic scales, ½ bu. Richardson and 5 bu. Fairbanks; attrition mills, corn scourers, corn crackers and graders, elevators, dust collectors, feeders, feed governors, engines—diesel and semi-diesel, also water wheels. Expert engineering service. A. D. Hughes, Wayland, Mich.

## MACHINES FOR SALE

**JAY BEE** hammer mills, rebuilt guaranteed; V belt drive and direct connected; 1 50 h.p., 1 40 h.p., 1 30 h.p. electric motors; hammers, screens and parts; Ajax oat huller. Indiana Grain Machinery Co., 420 S. Meridian St., Indianapolis, Ind.

**FOR SALE**—1 elevator, 12" V cups, belt, head pulley and boot, 60' centers Sparks Delta Seal Hand Machine; 1 Carter Disc 22 Disc 25" in diameter; 1 Rotex 40x84 Sifter latest drive; 1 man lift; 2 Elevator turn heads, 1 cast iron, 1 metal; 1 18x24 Oat and Barley Roll Cut for crimping oats, motor driven with V belt drive. F. W. Mann, P. O. Box 67, East St. Louis, Ill.

## MOTORS—GENERATORS

## ELECTRICAL MACHINERY

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**MILLS, ENGINES, MOTORS**—24" Bauer attrition mill with two 20 h.p. General Electric direct connected motors, \$150.00—6 KW, 110 volt DC Fairbanks Morse generator direct coupled to 10 h.p. type oil engine, \$175.00. Large stock electric motors, all type and sizes, rebuilt and guaranteed. Write us on your requirements, we will save you money on your equipment and machinery needs. Rockford Electric Equipment Co., 728 So. Wyman St., Rockford, Ill.

**MOTORS-PUMPS:** Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

## SEEDS FOR SALE

**WHEN YOU** want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## SCALES FOR SALE

**FOR SALE**—10 ton 16 ft. Fairbanks Dial Scale with concrete deck. M. C. Roberts, Farwell, Texas.

**SCALES**—Motor Truck, Warehouse, Dump, Tank and Hopper. New and Used. Bargains. All capacities. Shipped on 30 day free trial. Bonded Scale Co., Dept. GFJ, Columbus, Ohio.

**TRUCK SCALES**, new and rebuilt, 8x16 to 9x50 platforms, 10 to 50 ton capacities. Also Counter and Warehouse Dormant Scales, Motors, Generators, Electrical equipment. J. Rosenbaum & Son, Centerville, Iowa.

**QUICK SALE** wanted for 100 ton 50' Howe Railroad track scale with recording beam, steel and floating deck construction; in fine condition and ready for installation, \$650.00 f.o.b. Okla. City; also 10 ton 16' truck scale with compound beam, office fixtures, box and steel, \$175.00. Address 82M14, Grain & Feed Journals, Chicago.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides space for recording hourly Board of Trade radio or CND quotations for Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets, size 9½ x 11½ inches, in a book. Well bound in tough pressboard. Shipping weight one pound. Order Form CND 97-5, Price \$1, plus postage.

## Grain &amp; Feed Journals

## Consolidated

332 S. La Salle St. Chicago, Ill.

# Improved Grain Tickets

Owner		
Hauler	Grain	Grade
		Dockage
		%
Gross		
Tare		
Net		
Total Dockage		
Net Pounds		
Bushels		
Price	Amount \$	
Storage Ticket No.		
Check No.		
	Station	
No.	19	
	Weighter	
Name of Firm or Buyer		

(Illustration is one-half size of original ticket.)

Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by 6¾ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is 7½x12 inches, supplied with 5 sheets of No. 1 carbon.

**Duplicating.** Weight, 2½ lbs. Order 19GT Dup. Price \$1.20, plus postage.

**Triplicating** is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon, 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

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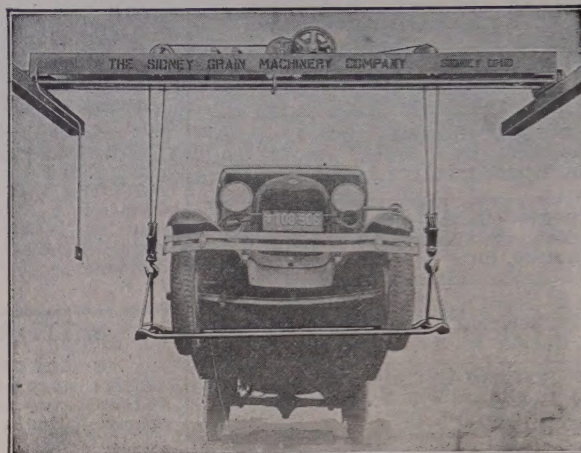
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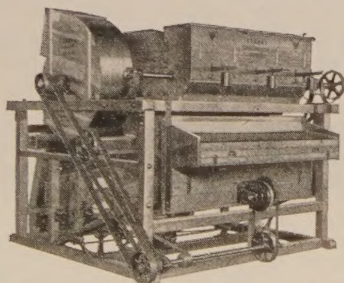
designed for your driveway  
with  
special geared motor unit and push button  
control.

**STURDY  
SILENT  
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Send for descriptive literature.

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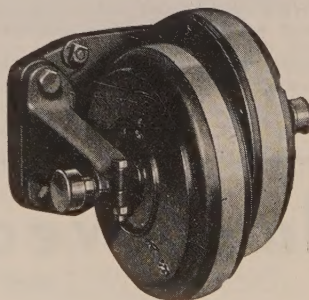
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Scientific answers for all cleaning at  
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World's most modern and cheapest-to-  
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*'Magic Screen' Drive*

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Noiseless "dynamic" impulses, a thousand a minute, *sting intensity* into every screen hole with a *force* and *frequency* vastly exceeding any other Screen Drive used for cleaning grain, seed or feeds . . . Its greater force quickens screening—its higher frequency refines it to standards of uniformity unapproached . . . Capacity increased 15 to 25% . . . "Shrinkage" reduced, greatly . . . Power a third less . . . 5,000 users say it's the simplest, safest, cheapest-to-use Drive they ever operated . . . Regular equipment for all "Eurekas" . . . Easily attached to any Cleaner . . . Ask for catalog J-159.

**S. HOWES CO., Inc., Silver Creek, N. Y.**

*World's Largest Makers of Modernized Cleaners—for Grain, Seed and Feeds*

# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 28, 1939

DO NOT forget that grain bought right is half sold.

THE FEED trade presents the anomaly that the more home grown feed available on the farm the more the feeders must purchase to provide a profitably balanced ration.

CAUTIOUS grain buyers are taking every opportunity to warn wheat growers against combining grain when damp, because they know that no small grain can be safely stored when containing excessive moisture.

EXTENDING credit to hazardous risks beyond their ability to pay generally results in their going to your cash demanding competitors for needed purchases. If unwilling to insist upon cash for all merchandise sold, the elevator operator should demand a 6 per cent 30 day note after the first month and refuse further credit until note is paid. Dissipating your operating capital by trying to finance your weak patrons is sure to cripple your own credit.

RATS are destroying so much farm stored grain, vigorous campaigns are being conducted in the corn belt to exterminate rats and mice. The more assistance grain dealers give to promoting rat killing days, the more grain will be saved for marketing.

SCALES which have not been thoroughly tested and put in condition to give accurate weights are not fit to use in buying grain. It is up to the elevator operator to know that his scales are not weighing against him or his customers.

THE SEED TRADE is becoming so well organized, association members must take real pride in their organization, its work and their membership. All of which will help to bring about the uniform adoption of better methods and safer practices.

THE LOSS of 18c per bushel sustained by Argentine's Wheat Board on recent sales of wheat exported has a familiar ring to it. The politicians seem always trying to help the producer, but the final reports on all these impractical schemes for meeting so-called emergencies give convincing proof of dismal failure.

OPERATORS who enjoy dirty surroundings and find real pleasure in breathing dust-laden air make no effort to control or remove explosive dust. No accumulation of dirt or rubbish has ever been known to attract customers, but it does provide an inviting paradise for weevil and other grain infesting insects.

REPORTS from growing oats are very disappointing. Poor stand, short straw, and unfilled heads are reported by many districts, and the Iowa State College finds a large per cent of smut in all plots planted with untreated seed, so buyers will need to examine every load carefully if they are to realize a profit from its handling.

BUSINESS is not a big bad wolf that needs appeasement to make it behave, as the propagandists would have the public believe. It is a gentle cow that responds to proper feed and good care, while the politicians have only kicks and abuse. One well known business leader well says: "Business doesn't need appeasement, it needs releasement."

THE NEWS columns of the Journals during recent months have been abnormally expanded by a flood of improvement news that reflects unusual activity in providing better facilities for storing and handling grain in central markets and at country points. It requires real courage to modernize facilities at a time when the government is interfering beyond precedent, but enterprising grain merchants with faith in the future are not hesitating.

FIRE INSURANCE is so easily obtainable, starting a \$50,000 alfalfa dehydrating plant without insurance seems inexcusable, yet that was the deplorable fate of a new mill at Armorel, Ark., recently.

THE LONG RANGE weather prophets who cast a gloom over grain growers early last spring by persistently prophesying prolonged drouth for 1939 are experiencing much difficulty in defending their false prediction.

THE TAX on feed inspection in many states should be reduced in fairness to feeders and feed manufacturers. The collections greatly exceed the cost of performing the inspection. In Iowa, for example, \$39,162.29 was collected last year under the feed inspection tax, only a small part of which was employed in inspection, the bulk being paid into the general funds of the state.

IDLE EQUIPMENT profits no one. If an elevator sell it, move it or wreck it to save taxes. If a good station, rent it or operate under a buying contract. If some of the machinery can not be operated to advantage take it out and sell it. Change in trade conditions, or available capital or personnel, often make a readjustment profitable. Try to get the invested capital loose so it can go to work.

HIGH freight rates can not be due to high fixed charges or dividends on stock, as the roads are not paying them. The rail carriers are being eaten up by taxes and operating expenses, an engineer on a locomotive, for 148 miles from Buffalo to Syracuse, on duty 3 hours and 22 minutes, receiving \$11.09 for the 2 hours, 23 minutes' run. Only a fraction as much would be paid a truck driver for that distance.

THE OLD commercial axiom that the more there is of anything the cheaper it is may soon be proved by pressure on the market of new wheat not acceptable for government loans. The buyer's only safe position is to watch terminal discounts day by day and lower his price for off-grade wheat accordingly. In mid-June sample dark hard sold at 77¼ and June 26 at 72 to 67c at Kansas City, sample hard dropping from 73c to 67¼c.

THE MICHIGAN bill to prohibit chain stores from selling below cost plus 6 per cent minimum mark-up traveled smoothly toward enactment until one member of the legislature introduced an amendment to include farmers in the prohibition against selling below cost. Then farmer support of the bill fell away as they seem to want the valuable privilege of selling below cost, and the bill was defeated. The reasoning indulged by some of our law makers is decidedly confusing.

## The Cost of Bulling 25% of the Wheat Crop

Notwithstanding, the conviction of everyone experienced in the marketing of commodities is that, piling up large stocks in the public show windows has a perpetual depressing influence on market values, the AAA continues to encourage the storing of wheat under most hazardous conditions. Much good wheat has deteriorated in farm storage.

If the CCC persists in lending money on grain, then it should divert all of its holding of surplus stocks to elevators that are properly equipped to care for the grain. Trying to bull the market by lending 8c a bushel more than the current market price may mislead wheat growers who overlook the depressing influence of large stocks held in storage by the government.

The old Federal Farm Board lost many millions besides its revolving fund through trying to bull the market by piling up a huge surplus in storage. The final result was more loss to wheat growers than any gains realized through the price boosting tactics of the Farm Board. A large percentage of the winter wheat crop is going into storage principally because the lending agency of the government is overbidding the market. It should be easy for AAA officials to recognize that while some of the farmers may realize more from their crop through the medium of a government loan than if they were to sell their wheat at present market prices, still the ultimate result will be a lower price for the wheat now put into storage, as well as a lower price for all grain sold now and hereafter in the open market.

While the CCC and the taxpayers will suffer much of the loss due to excessive loans, other growers of wheat will suffer a greater loss due to markets depressed by the bungling methods of the AAA. According to a recent statement by one of the AAA officials before a group meeting in Topeka, 25 per cent of the Kansas crop will be stored as security for government loans. In other words, 75 per cent of the farmers will be punished in order to continue the pretense of helping wheat growers who are willing to co-operate with the Washington bureaucrats.

The recent movement of wheat to central markets has been unusually large, but the general conviction is that much of the wheat will be held until the government loans mature, then its offer of sale in the central markets will affect a further reduction in market values to the detriment of everyone concerned, including the lending agency and other holders of wheat. When the bureaucrats get out of the market and let the farmers market their crops in the normal way, a higher average price will prevail throughout the crop year.

## Penalty for Selling Grain Covered by Lien

Due to the activities of some of the state grain dealers associations, new and old legislation is now being enforced which will discourage the selling of grain covered by a lien or mortgage and the fines and imprisonment provided by these laws for the punishment of offenders is so rigorous, cautious farmers are sure to hesitate long before selling grain covered by any kind of a lien without giving formal notice of lien to the purchaser.

The statutes published on our Kansas news page last number are so fair, so reasonable, dealers of every state not so protected against swindling practices of farmers marketing grain covered by lien that it should be easy for the dealers not protected by such state laws to obtain needed legislation against these swindlers.

The farmer who holds title to grain knows for sure whether his grain is covered by a lien and if he is honest he will not offer it for sale in the open market without advising the prospective buyers. No grain merchant of experience will think of buying any grain covered by a lien of any kind. He has plenty of trouble without courting more.

## The Cost of Handling Grain at Country Stations

During the last year, we have published many studied articles on the cost of handling grain from trucks, through country elevators into box cars and none of the students of economics have estimated the cost at the low figure offered by the CCC to country elevator men for handling government corn and wheat.

The compilation of different factors entering into the cost of handling sealed grain has presented convincing evidence of the unreasonableness of the low handling fee offered by the CCC. Naturally, elevator operators at all country points are filled with resentment at the unfair offer of the government's money lenders and strong protests against the low fees offered are being sent from many country elevator operators to members of Congress and to the AAA.

A little more persistence on the part of country grain dealers is sure to result in a fairer offer on all future services rendered government bureaus gaining possession of grain.

One discouraging factor is that grain dealers generally have throughout the years failed to obtain a reasonable handling charge from the grain passing through their elevators. Those suffering from the chronic habit of overbidding have also suffered from overgrading. The many addresses presented at the recent trade conventions should help grain deal-

ers to insist upon a safer margin for the handling of all kinds of grain. Unless they persist in demanding some compensation for their services, they will surely not gain recognition.

## Marketing Agreements Valid

The Supreme Court of the United States on June 6 held that the government has the right to fix prices of commodities moving in interstate commerce.

The ruling was made in decisions upholding the milk marketing agreements in the Boston and the New York districts, by a vote of 6 to 3 in the Boston case and 5 to 4 in the New York case.

The compulsory marketing quota provisions of the A. A. Act of 1938 as applied in the Georgia tobacco case also were upheld, making a complete victory for centralization of power at Washington.

## Carrier Recovered Reparations Once Paid

The Supreme Court of the United States, on June 5, gave the Missouri Pacific judgment against the Scott County Milling Co. for \$23,994.33 that had been paid by the railroad company to the milling company by order of the Interstate Commerce Commission as reparations for unreasonable rates on coal before Apr. 20, 1929, shipped from Illinois and Kentucky to Missouri and Arkansas.

The commission reopened the case Nov. 2, 1931, and on July 3, 1933, reversed itself, setting aside its reparation order, and the shipper had to pay back the money years after.

Unfortunately for shippers there is no time limit on reversals by the commission; and the commission has itself declared none of its rulings are final.

A shipper who has paid out the reparation to his business connections or to an attorney, may find it impossible to recover these payments.

## Suit on Bond Must Be Brought in Time

The New Amsterdam Casualty Co. won a reversal by the Supreme Court of Minnesota Nov. 18, 1938, of the judgment by the district court of Dodge County, in favor of the Hayfield Farmers Elevator & Mercantile Co. on a bond covering Fred O. Larson while employed as manager at Hayfield, Minn., from July, 1923, to Aug. 1, 1928.

Larson was charged with having converted to his own use stored grain valued at \$5,459.45 and to have retained \$366.10 collected. About two years after his employment ceased the company brought suit against Larson, and got judgment Oct. 3, 1932. About eleven years later, May 11, 1933, the elevator company brought suit against the casualty company, which had issued a blanket bond to the Farmers National Grain Corporation, which retained the Hayfield bond in its possession, and the Hayfield company never knew its provisions. Altho the bond was for \$5,000 the Hayfield company got judgment in the district court for \$7,687.03, which included \$1,824.19 interest.

The reversal was granted by the Supreme Court on the ground that suit must be brought within one year after discovery of the wrongful, fraudulent or felonious act.—282 N. W. Rep. 265.

Subsidies will continue on wheat and flour exported, says Milo Perkins, pres. of the F.S.C.C., after the present program expires June 30, with only a slight break.

# Ohio Dealers Hold Best Meeting in Sixty Years

Three score years ago a few progressive Buckeye grain dealers organized the Ohio Grain Dealers Ass'n primarily for the purpose of inducing their foolish competitors to stop lending bags to farmers who promised to return each bag full of grain. The anti-baglending agitation was continued until few farms lads wore bags bearing the names of neighboring grain dealers, so the Association took up other needed trade reforms.

The 85 delegates attending the 1898 meeting of the Ass'n at Star Island, Mich., presided over by Jas. P. McAlister of Columbus refrained from electing any man to office whose face possessed no hirsute adornment. After several popular excursions to Mt. Clemens, Joe Bedore's dancehall and favorite fishing grounds under the command of "Commodore Dewey," "Queen Lil," poplar idols of the day, and Fred Mayer and adopting resolutions endorsing the Grain Dealers National Ass'n and the Grain Dealers Journal the convention adjourned.

Since that merry outing the Ass'n has broadened its aims and work each year until this year it joyfully celebrated its diamond anniversary in Toledo with the best meeting it has ever held, the largest attendance, the largest membership and the best program in its history. The first session was called to order by Pres. O'Brien.

MR. GREEN, Asst. City Attorney, welcomed the dealers to the city, and said Toledo was glad to help the Ass'n celebrate a birthday.

GEO. R. FORRESTER welcomed the dealers for the Board of Trade and announced the program of entertainment.

PRES. G. E. O'BRIEN, Greenville, responded for the Ass'n and presented his annual address from which we take the following:

## President O'Brien's Annual Address

Just what is the Ohio Grain, Mill & Feed Dealers Ass'n? Why is it necessary? Why should I or my neighbor dealer (please notice I said dealer, and not competitor) belong? The reason this statement was made is because competition is not always our neighboring elevator or feed store, but we have itinerant or gypsy truckers hauling grain, coal, and other items. There are also chain stores handling feed, farmer dealers handling fertilizer, and many other ingredients who pay very little if any taxes and no "alphabetic organization" overhead.

An association is a banding together of business men who are trying to make a living from handling, that is buying and selling, a similar line of material, such as grains, coal, feed, etc. There is no doubt but what our association, or any other state organizations can accomplish much more if we pull together than if we stay at home, do not join any organization whatsoever, and continually harp about anything that comes up, any new law that is passed, etc., rather than try to work with other dealers and our state officials in trying to furnish more suggestive ideas, and work towards the betterment of our industry.

During the past year or two, it has been pleasing to note that the secretaries of the various organizations are co-operating with each other; they exchange letters and by this means keep each other informed of what is going on and what their ideas are about certain situations and legislation which might affect the grain and feed industry. I refer to both the grain and feed industry because there are just as many if not more, feed dealers in the State of Ohio than there are elevator operators, therefore, our association is trying to work along the lines that will benefit each and everyone of you.

In the western half of the state, a lot of the grain elevator operators are shippers of grain; they also sell feeds and many other commodities, while in the eastern part of the state there are members who purchase a great part of their grain and also are in the feed business. With these different conditions in mind, you can readily see that it is necessary to try and run

the association so that it will be beneficial to the different parts of the state.

**The combines:** Machines of this kind will present themselves; we will always have to contend with something new that is unexpected. In our particular territory are several elevators who absolutely refused to purchase combined wheat, while in another case, we know of an elevator dealer who advertised in the local paper and also on the billboard at his place of business that he would not buy any combined wheat if it was cut before 11:00 o'clock in the morning.

Grain men do not want to be working against the machinery and implement houses; neither do we want grain that is unsatisfactory. Therefore, it might be a better plan to work somewhat similar to what the last mentioned dealer did. He did not absolutely refuse to buy combined grain, but he was not out knocking combines and at the same time attempted to keep his customers informed as to what he could and could not do.

Our company is in the milling business, and it surely is gratifying to notice that there is not only more co-operation among the grain dealers, but it is being carried through from the farmers to the mills. When you look at it from that standpoint, we will all be much better off if we try to organize so as to follow the grain industry from its inception on the farm clear through to the consumer where the merchandise is used. The officers of the Millers' National Federation at the present time are putting forth and recommending that the mills work in closer contact with the producers of wheat. There was a time when all of the grain originated on the farm and went direct to the gristmill to be ground into flour for the consumer. This recommendation, please understand, is not being made with the idea of transporting all of the grain direct from the farmer to the mill, as present conditions make grain elevators, terminal elevators, and grain facilities of this kind necessary and different from what they were many years ago, but the idea is to keep in closer touch, advising the farmers what the results are from wheat, that is the various kinds, and how they can be improved from time to time. You as grain men should be interested along the same lines. In many sections are wheat improvement associations being organized which are doing a great deal of good in their community.

So far as organization work is concerned, we know that you as a member would not be here if you did not think you would be benefited, and my idea is to try to install in your minds the fact that organization work has just begun. Other industries are head and shoulders above us in that respect, but the state and national associations are growing by leaps and bounds, and with your co-operation there is no doubt but what we can continue to co-operate with each other more closely, all of which will be to the betterment of our industry.

You are in business for one thing, and one only; that is to make a decent living. There are several kinds of operators today, one of whom is the party who is trying to operate on a smaller margin of profit than anyone else, attempting to make a living with the larger turnover. Frankly there is some merit to an operation of this kind. Present day methods of doing business causes all of us to operate on smaller margins, but at the same time, you should use enough business judgment to realize that you cannot buy, wheat for instance, at 1c over track bid and sell it for 1c under, and that is what some dealers are trying to do. Usually these men do not come to a meeting of this kind. The other day, my old friend, Dan Kressler, sent out a story on the bottom of his letter which reads as follows:

"Count that day lost whose low descending sun,  
Sees prices shot to glory, and business done for fun."

This type of operator usually ends in bankruptcy.

Some dealers in business today are not successful while others are just the opposite. If you will observe very carefully, it can easily be ascertained the reason why a man in one locality will forge ahead while another one keeps shrinking. In brief, you must be in a position today so that you know as much, if not more than your customers. There was a time when the farmer did not know the prices of grain, and what the market had done, except by reading a newspaper a couple of days later. Today, and especially if it is raining, he gets it over his radio while you are out in the plant working, and the situation is just reversed. Modern methods, electric lights, radios, electric refrigeration, and what not has reached the farms, and these are the people you are doing business with. The agricultural experiment stations,

county agents, and all of the government program today is laid out to educate and assist the farmers in growing better products and getting higher prices for them. This makes it much more essential for you to be on your toes 24 hours a day in order to operate your plant and be of service.

**Are you acquainted with your County Agent?** Also, the party who is running the Conservation office, Loan Program, and What not? You may be opposed to legislation of this kind; nevertheless, it is here, and my advice would be to co-operate with these people. They are working for a living the same as you, and there is sometime when they are going to be able to help your business. Do you know how many farmers in your particular locality have signed up for crop control; what percentage of the acreage is signed up; what the amount of the wheat loan is going to be; and what is the tendency of the farmers to place loans on their crops? All of this information can be procured for the asking and it will have a bearing on your business; there is no doubt about that.

Do you belong to your local Chamber of Commerce, business clubs, and things of that nature? After all, in a lot of these county seat towns, or even smaller ones, a great deal of the farm land is owned by local business men who have a say-so as to where they buy their feeds, coal, fertilizer, and things that you handle. This may take a little of your time, but in the long run, it will pay.

**Credit.** More graveyards in any line of business are caused by the over-extension of credit than all of the depressions put together. Economists vary as to just what causes these depressions, but after all is said and done, over-extension of credit of all kinds, if not directly responsible, has a large part in causing them.

**Is your place being modernized, or are you letting it run down?** Have you provided parking space for automobiles and trucks, rest rooms, literature for distribution? Are your employees kept informed on new feeding ideas, and nutritional subjects? Is your place cleaned up so that you would not be ashamed to have visitors shown through your elevator or store at any time? Even though you are selling animal feeds, people will patronize a plant that is modern and up to date. Regardless of how business conditions are, there is always some to be had, and it can be procured by using some of the methods that have just been listed rather than trying to run your neighborhood dealer out of business by selling cheaper than he does.

**Do not forget** that some of you are getting old. Business today cannot be run like our grandfathers did it, and in a few years from now, it cannot be run like you are doing it. Ten years ago when I came to Greenville, conditions were entirely different from what they are now, and even though I do not consider myself an old man, at that same time when any of us get along about 50 years of age, if we are not careful we will reach the point where we fail to grasp new ideas.

If you have a son, take him in and get him interested in the business; if you do not have, then get someone else's son, but at all costs, keep young blood coming up to fill your place. Money is not always made by running around from here to there trying to do all of the manual labor. Many a successful man in business spends some time each day with his feet up on the corner of his desk, figuring out some new ideas as to how he can improve conditions and sell more merchandise. Spend some time calling on the farms; if you fail to do this, someone else will, and take your business. Think it over.

SECY W. W. CUMMINGS, Columbus, presented his annual report from which we take the following:

## Secretary Cumming's Annual Report

Since the first of January your secretary has spent considerable time on legislative and political matters. Several members and the Secretary attended numerous hearings before Committees of the Senate and House of Representatives. We were successful in having action of the state Wage and Hour Bill indefinitely postponed by the Senate Labor Committee, but our Itinerant Merchants Bill suffered the same fate. Incidentally we have learned that the best way to defeat a Bill is to propose amendments and, if you present enough of them the Committee becomes disgusted and postpones action indefinitely. That is just what happened to the above bills.

The real reason for our Trucking Bill failing to pass, was the lack of support from the dealers, while the opponents sent in protests by the bushel. We mailed letters and cards to every grain dealer in the state to urge their Senators to support the Itinerant Merchants Bill, but the response was very disappointing.

Other states have also fared poorly on their truckers bills. Nebraska passed a Bill but failed to provide funds to enforce it, while in Iowa so many amendments were tacked onto the Bill it will not be very effective. In the words of the Iowa Secretary, "it is rather anemic." The

[Continued on page 638]

## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Liability for Demurrage?

*Grain & Feed Journals:* We shipped a car of alfalfa from a point in Ohio to Atlanta, Georgia routed via Clinchfield, P. & N., and SAL Railways to Atlanta, to an institution within the switching limits on the rails of the Southern Railway. The shipment was consigned direct to consignee on straight B/L with the usual notation "allow inspection."

Atlanta is a regular hay inspection point with federal inspectors and this shipment was subject to federal inspection.

The Seaboard Railway switched this car immediately upon arrival without inspection, to the Southern Railway, who delivered the car to the siding of the consignee. The inspection took place and the car failed to grade, necessitating movement of same.

The Seaboard Railway wired advice of refusal also stating the car could not be reconsigned. We had another market for this car and could have merely reconsigned the car promptly had the Seaboard not advised it could not be reconsigned, but instead we were forced to send a representative to this city endeavoring to dispose of the car. After we demanded an explanation why the car could not be reconsigned, the Seaboard then advised they would reconsign. The car was reconsigned to another point on the thru rate.

In the meantime, however, \$14.30 demurrage accrued, and we are of the opinion that demurrage accruing only after advice that shipment would be reconsigned would be chargeable to us. Are we correct? Would we be entitled to a refund of the expense of sending our representative to and from Atlanta?

The Seaboard also charged switching to and from the consignee's siding claiming that this could not be absorbed when reconsigned to another point. We are of the opinion that inasmuch as Atlanta is a regular hay receiving inspection market and the railroads were well aware of the fact that all shipments to this consignee's siding had to be federally inspected, they should have held the car on their rails in their inspection yard until said inspector had passed upon the same. The B/L as stated above, carried the notation "allow inspection." In support of our contention, we are in possession of a letter from a competing road at Atlanta bearing the signature of the agent stating "all cars billed to allow inspection and placed on the inspection track in order to give the consignee privilege of making an inspection before placement and after inspection has been made the car is then removed and placed to location to which ordered."

Naturally the tariffs covering these roads would govern, hence the above citation. We feel they are in error and the charge should either be absorbed or canceled.—Southeast.

**Ans.:** If the tariff, as usual at other markets, allows one free delivery at Atlanta the shipper can not be charged for switching.

Also the railroad violated the local custom of placing hay on the hay inspection track, and should waive the demurrage growing out of its erroneous information that reconsignment was not permitted.

At Chicago, for example, cars formerly were blind-billed to New York with notation "stop at Chicago for inspection," and in cases where cars thru error of the railroad company went on to New York without Chicago inspection the railroad had to haul them back to Chicago at its own expense.

The words "allow inspection" are for use on a S/O B/L. They mean nothing on a straight B/L, which should bear the positive instruction "hold on inspection track for federal inspection."

It is advisable to rely on the tariff rule per-

mitting reconsignment from the inspection track, by ordering car immediately, thereby preventing accrual of demurrage, rather than to rely on the misinformation by the Seaboard that "the car could not be reconsigned."

### Application of Robinson-Patman Act?

*Grain & Feed Journals:* What effect, if any, does the Robinson-Patman Act have on a wholesale grain or bean dealer?

As we understand it a broker of grain or beans is not permitted to share his brokerage fees with the buyer, and big buyers are not permitted to maintain their own brokerage offices for buying the commodities they need.

But suppose a major buyer of beans wishes to deal with the wholesaler direct. Suppose that a wholesaler wires an offer to a major buyer, and the buyer replies with a counter offer, and the wholesaler accepts the counter offer? Is his acceptance prohibited by the Robinson-Patman Act?

For example: If a feed mill in California were to receive from us a direct wire offering corn at a certain figure, and were to counter with another offer, as is a general practice in the grain and feed trades, and we were to accept its counter offer, would we be violating the Robinson-Patman Act and be liable for penalties? If we sell to different buyers at different prices at approximately the same time under the dickering practices that are a part of the grain trade, would we be affected by the Act in any way?

Another point in regard to the Act on which we would like information is whether or not it affects the buying of grain at country stations. Competitive price situations often arise at country stations in buying grain from the farmers, one or the other of competitors getting out of line, the other meeting his offered purchase prices? Is this competitive situation affected by the Act in any way?

Still a third point: Does a jobber of feed products have to follow the published changes in prices on feeds, feed ingredients, and specialty items like poultry remedies? It frequently happens in this country that jobbers and retailers, who have booked their supplies at one figure, will sell those supplies on the basis of the figure at which they were booked, irrespective of any changes upward in price on the part of manufacturers and producers of such products as soybean meal, cottonseed meal, salt, etc. These manufacturers and producers, of course, do not specify a price at which their products must be sold.—The Ady & Crowe Mercantile Co., Denver, Colo.

**Ans.:** If a wholesaler wires an offer to a major buyer and buyer replies with a counter offer and the wholesaler accepts the counter offer, the acceptance is not affected by the Robinson-Patman Act.

Selling to different buyers at different prices at approximately the same time is not affected by the Robinson-Patman Act, when the buyers are not competing in resales.

Buying of grain at country stations is not affected by the Robinson-Patman Act.

A jobber of feed products does not have to follow the published changes in prices of feeds, feed ingredients and specialty items like poultry remedies.

The Robinson-Patman Act was carefully drawn by agents of the wholesale grocers and druggists to prevent the giving of discounts and alleged brokerages to the big and little chains of retailers, by manufacturers.

Sales at prices out of line are not prohibited by the Act unless there is persistent discrimination that results in lessening competition or creating a monopoly.

The jobber or retailer of corn gluten feed, for

example, can sell at any price to meet his competition, but the manufacturer of corn products, who, of course, controls his own output as to price, must quote the same price and terms to resellers who are in competition with one another.

A manufacturer at Chicago could sell at greatly different prices to resellers in New England and in the Pacific Northwest because resellers in New England were not in competition with resellers in the Pacific Northwest.

The Act has practically no application to the grain trade, in which competition is unrestrained.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

July 26, 27. National Hay Ass'n, Buffalo, N. Y.

July 26, 27. New York State Hay & Grain Dealers Ass'n, Buffalo, N. Y.

Oct. 2, 3. Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.

Oct. 19, 20. Southern Mixed Feed Mfgs.' Ass'n, Biltmore Hotel, Atlanta, Ga.

Feb. 6, 7, 8. Farmers Grain Dealers Ass'n of North Dakota, Bismarck, N. D.

Mar. 31, Apr. 1, 2, 3. Society of Grain Elevator Superintendents, Royal York Hotel, Toronto, Ont.

Dr. C. O. Swanson, whose outstanding achievements in crop improvement have earned him a high place on the pedestal of fame, will retire on account of advanced age Sept. 1 from the department of milling industry at Kansas State College, Manhattan.

### J. A. Richardson, Exporter, Dead

James Armstrong Richardson, a leader in the Canadian grain trade, passed away June 26 of a heart attack at his home in Winnipeg. He was 53 years old.

He had served as president of the Winnipeg Grain Exchange and was a member of the Chicago Board of Trade. His firm, Jas. Richardson & Sons, was engaged in the grain export trade, with offices in several cities.

He was a director of the Canadian Pacific Railway and Chancellor of Queens University, Kingston, Ont.



Jas. A. Richardson, Winnipeg, Man., Deceased

# Keep Government Out of Grain Business

By OTTO F. BAST, Minneapolis, Minn., pres. Grain & Feed Dealers National Ass'n, before Pacific Northwest Grain Dealers Ass'n.

Our business is going thru a severe crisis, but it can and will be preserved if we work together as a trade, and not separately as competitive individuals.

This fear that has swept our trade may be defined as the subtle fear that governmental agencies, intent upon the problem of direct farm relief, are all unwittingly counting us out of the economic picture; that they are willing to set up additional or duplicate agencies without realizing that they may drive out of the picture some of those established firms which provide a part of the general taxes which enable government to function.

Under the crop loan program, and as it applies to wheat and corn, it is possible, if not probable, that federal agencies will drive out of the terminal markets those valuable and necessary firms called cash grain commission merchants; that by their arbitrary setting of handling charges for country elevators they will too long ignore the established costs of that process, and bring injury to these elevators that will not easily be repaired; that by the very nature of their entry into the markets they will gradually assume functions that will later force their further participation, until government is the dominant factor in the trade.

Now the federal agencies are loaning on protein value in the grain so that in another year it is doubtful that they may allow farmers to repossess the wheat for movement into trade channels. Should the federal agencies decide, when loans mature next spring, to take possession of wheat in the country and bill or consign it to themselves at the terminal points, either they will relay it through the cash grain commission merchant, or the commission man will be deprived of that share of business which can, and probably will, spell his solvency. We are still desperately hoping that these federal agencies will allow farmers, under some fair plan, to repossess wheat so it may be moved into normal channels of trade, that the trade may live.

**For Handling Charge to Cover Ascertained Cost.**—Some of our people are complaining that the federal agency, in setting the handling cost of their wheat thru country elevators (and this also applies to corn), are establishing a handling charge that is at or below the actual cost figures set up by studies of federal and state agencies themselves. Just now we are asking that the federal agencies gather all available data on costs of handling corn and wheat thru country elevators, and that from those figures they establish a handling charge which shall be cost plus a fair margin of profit.

**Gov't Marketing Would Not Minimize Gov't Loss.**—If the federal agency must take over grain at the maturity date of the loans, upon the fact that farmers do not find it profitable to redeem the grain, a loss to the government is implied. Since they face this probably inevitable loss, we insist that they will not improve their position, or the farmers' position, by continuing into grain marketing. By moving their supplies thru normal trade channels, instead of thru government channels, they can avoid destruction of necessary business in America, without prejudice to the farmer.

**Petition the Government Against Going Into Business.**—The Grain and Feed Dealers National Ass'n is sincerely and insistently asking government agencies for assurance that

they will not seek, or permit, that the grain trade be disrupted thru government competition. We are stressing this point in meetings like this, so that men like yourselves may go on record as petitioning the government against competition with us or any part of us.

**Farmer Victim of Burdensome Taxation.**—Let us take two shipping points, one in Saskatchewan in Canada, the other in Montana, U. S. A., equally distant from Superior lake ports. The Montana farmer pays 10 cents MORE per bushel to ship his wheat to lake ports than does the Canadian farmer. That is a comparative reduction of 10 cents in the American farmer's price. Why? Well, one reason we think is that the American railroad of that region is taxed more than four times as heavily per mile of track as is the Canadian Pacific Railway across the border.

In one Mississippi Valley State showed taxes took 73 per cent of the net income of a group of farms studied; that while only one-fourth of the state income went to real estate, real estate paid 88 per cent of the state taxes.

**Farm Income Less After Six Years' Aid.**—The farmer has received an annual average income of \$8,659,000,000 or \$1,564,000,000 less each year than he received before someone thought of helping farmers by restricting his acreage, and making loans on his grain. No wonder the Secretary of Agriculture is full of alibis.

Under the present regime they are fixing prices higher by paying farmers not to raise crops, and then attempting to push taxes on industry higher in order to get money to pay the farmers for not producing. Their own figures show that it has not worked during the last six years. It has never worked on anything, for anyone, nor at any time.

Nothing will work so long as we attempt to maintain a high price level on a depression level income. All history has told us that this cannot be done.

The farmer pays taxes coming in unfair measure thru the land tax; he pays taxes on his farm implements, his gas and oil, his clothing, upon everything he buys. What he sees in his annual tax statement is only a fraction of the taxes he pays.

**Individual Initiative More Effective.**—So, let me repeat again, I, for one, am unwilling to surrender to the government or any other agency this business of ours. I still believe that individual initiative and resourcefulness will accomplish more than any government owned or controlled set-up, and that with the inevitable changes of times and by keeping a level head we will pass through this period of what has been termed a near crisis, better established and more closely united than ever.

**Associated Effort.**—In the past two years of my own administration, we have emphasized the necessity and value of close contact between our organization and our affiliated state and regional associations. This Pacific Northwest Grain Dealers Ass'n has been one of the strong and loyal groups of the National organization; your officers and your able secretary have helped us in many ways. We believe they in turn will testify that they have received valuable aid and information from our National Association offices in St. Louis and Washington, D. C.

For slightly more than a year we have maintained a part-time office in the capital city of the nation, and our service to members has, we believe, multiplied many times.

We have done this in spite of the depressed condition of the trade, a condition that has reduced our working funds and placed additional burdens upon the time of our staff. I have insisted that this be done in spite of our problems of finances, because the trade itself is meeting greater problems than ever before. It is a time when we can prove our value to our hundreds of members.

Every grain man can and must join and support his regional and his national trade ass'n. To fail to do so is to shift his responsibilities to the shoulders of his neighbor. The total dues to your regional ass'n here in the Northwest, and to the National Ass'n, are less than the average of you will spend on this trip to this convention. And it would be an investment in the future of your individual business; your first defense against the weakening of the trade from which you draw your living. In my own personal experience the most successful firms are the best supporters of association work; they have found that it pays real dividends.

I believe that as long as grain is grown there will be need for our present organized marketing system. There will be need for our facilities, there will be opportunities for each and every one who takes advantage of what is before him. However, we must be prepared to meet the change in times and conditions.

**Farmers in the vicinity of Wellington, Kan.,** who complied with wheat acreage deductions of 47 per cent now find that they would have been money ahead at 50 cents per bushel, even taking into consideration the various payments for compliance.

**The Gillette bill, S. 831,** is opposed by the Commodity Exchange Administration on the ground it is impracticable to fix margins on trades in futures at 25 per cent of the preceding year's last closing prices. How many inhalations a minute should a speculator be permitted to draw?

**The House, by 180 to 175,** agreed June 22 to a Senate amendment to the agricultural appropriation bill adding \$225,000,000 for bribes to farmers in the form of "parity payments." To the credit of the House be it said there were 175 members who wondered where the money was coming from. Some of the 180 are supposed to have been promised Farm Bureau Federation aid in boosting W.P.A. spending.



O. F. Bast, Minneapolis, Minn.

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

## The 3-Cents a Bushel Charge

*Grain & Feed Journals:* There has been quite a good deal of discussion in regard to the handling charge at country points on wheat destined for storage in terminal houses. The 3c a bushel charge which the Commodity Credit Corporation deducts for this service in no way binds the country elevator to this amount for its services.

This is clearly a matter between the country elevator operator and the farmer who brings the wheat to his plant. If local circumstances and competition will permit, there is no law to prevent a 4c charge for this service, which includes a guaranty of weights, and in many instances a guaranty of grades.—A. G. Campbell, sec'y Texas Grain & Feed Dealers Ass'n, Ft. Worth, Texas.

## Farmers Will Store Wheat for CCC Loan

*Grain Dealers Journal:* Very little new wheat is offered, as loan values are too much above the current price, and a large percentage of farmers are eligible for loans on their wheat. As wheat storage on farms is inadequate, most of the crop will move to terminal warehouses for storage. One of the requisites for storage is that the moisture content be no higher than 14 per cent.

We look for a great deal larger percentage of farmers cooperating with the AAA program to take farm storage loans this fall. The farm storage program in our territory worked out extremely satisfactorily for all concerned and if the same method is followed this is another reason for believing that there will be quite an increase in this type of loan this year. In fact, unless our market climbs back to the previous levels of three weeks ago, we look for practically every cooperating farmer to take a loan of some kind.

With a higher loan basis for this new crop, practically all of our wheat is now selling at considerably under the new loan basis. The information we have is that approximately 85 per cent of the seeded acreage is under the AAA

program. Very little of last year's loan wheat is being redeemed at the present time and the bulk of the wheat, due to the drop in price, is, of course, going back to the Commodity Credit Corporation.—Greeley Elevator Co., Great Falls, Mont.

## Terminal Charges on Loan Wheat

The Kansas City Board of Trade will vote July 3 on charges to be made on handling wheat on which loans are made by the C.C.C. The proposed amendment to the rules follows:

**Storage - Commission Rule.**—On all grain shipped to this market direct for storage and on grain shipped to this market and later stored for shipper's account a commission charge of  $\frac{1}{2}$ c a bu. shall be made for obtaining grades, paying freight, ordering cars, etc.

When the shipper of such grain elects to obtain a loan thru the firm placing the grain in storage an additional charge of  $\frac{1}{2}$ c shall be assessed to cover the cost of arranging the loan. If the shipper later sells such grain thru the firm originally handling the transaction there shall be no additional charge unless the consignment commission at the time of sale is in excess of 1c; in such event the regular consignment commission shall be charged less the 1c previously assessed.

If such grain is later sold thru a member firm other than the firm storing and arranging the loan, a full consignment selling commission shall be charged with no credit for the original charge of 1c.

On all grain placed in storage and subject only to  $\frac{1}{2}$ c commission charge which has been assessed on which the shipper later elects to obtain a loan thru a member firm other than the one handling the storing of the wheat, the commission charge shall not be less than 1c for arranging the loan; and when such grain is later sold thru the firm obtaining the loan the regular consignment commission charge shall be assessed less the previous charge of 1c.

On grain placed in store by one firm, on which a loan is obtained by another firm, and which is later sold by still another firm, the charges shall be, respectively:  $\frac{1}{2}$ c for storing, 1c for obtaining the loan, and the regular commission charge for making the final sale.

Poison bait amounting to 180,000 tons has been sent to the 21 states threatened by grasshoppers, and the \$1,750,000 just appropriated by Congress will continue the program.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for September delivery at the following markets for the past two weeks have been as follows:

Wheat													
	Option	High	Low	June 14	June 15	June 16	June 17	June 19	June 20	June 21	June 22	June 23	June 24
Chicago .....	79 $\frac{1}{2}$	66	73 $\frac{1}{2}$	73 $\frac{1}{2}$	73	72 $\frac{1}{2}$	71 $\frac{1}{2}$	71 $\frac{1}{2}$	70 $\frac{1}{2}$	69 $\frac{1}{2}$	70 $\frac{1}{2}$	70 $\frac{1}{2}$	71 $\frac{1}{2}$
Winnipeg* .....	68 $\frac{1}{2}$	58 $\frac{1}{2}$	62	62 $\frac{1}{2}$	62 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	60 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	59	59 $\frac{1}{2}$
Liverpool* .....	...	...	59 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	59 $\frac{1}{2}$	58 $\frac{1}{2}$	58 $\frac{1}{2}$	57 $\frac{1}{2}$	57 $\frac{1}{2}$	57 $\frac{1}{2}$	58 $\frac{1}{2}$
Kansas City .....	75	63 $\frac{1}{2}$	69 $\frac{1}{2}$	69 $\frac{1}{2}$	68 $\frac{1}{2}$	67	66 $\frac{1}{2}$	66 $\frac{1}{2}$	66 $\frac{1}{2}$	64 $\frac{1}{2}$	66	66 $\frac{1}{2}$	67 $\frac{1}{2}$
Minneapolis .....	82 $\frac{1}{2}$	68 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$	76 $\frac{1}{2}$	76 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	74 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	74 $\frac{1}{2}$	76 $\frac{1}{2}$
Duluth, durum .....	73 $\frac{1}{2}$	60	69 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	66 $\frac{1}{2}$	67	65 $\frac{1}{2}$	64 $\frac{1}{2}$	66 $\frac{1}{2}$	66 $\frac{1}{2}$	67 $\frac{1}{2}$
Milwaukee .....	79 $\frac{1}{2}$	67 $\frac{1}{2}$	73 $\frac{1}{2}$	73 $\frac{1}{2}$	73	72 $\frac{1}{2}$	71 $\frac{1}{2}$	71 $\frac{1}{2}$	70 $\frac{1}{2}$	69 $\frac{1}{2}$	70 $\frac{1}{2}$	70 $\frac{1}{2}$	...
Corn													
Chicago .....	56 $\frac{1}{2}$	48 $\frac{1}{2}$	51	50 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	50	50	49 $\frac{1}{2}$
Kansas City .....	52 $\frac{1}{2}$	46 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	50	50	49 $\frac{1}{2}$	49 $\frac{1}{2}$	48 $\frac{1}{2}$	47 $\frac{1}{2}$	48 $\frac{1}{2}$	47 $\frac{1}{2}$	48
Milwaukee .....	56	...	51 $\frac{1}{2}$	50 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	50	49 $\frac{1}{2}$	...
Oats													
Chicago .....	33 $\frac{1}{2}$	26 $\frac{1}{2}$	32 $\frac{1}{2}$	31 $\frac{1}{2}$	32	32 $\frac{1}{2}$	32	31 $\frac{1}{2}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	30 $\frac{1}{2}$
Winnipeg* .....	31 $\frac{1}{2}$	27 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$
Minneapolis .....	30 $\frac{1}{2}$	25 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	27 $\frac{1}{2}$	27 $\frac{1}{2}$	27	26 $\frac{1}{2}$	27 $\frac{1}{2}$
Milwaukee .....	33 $\frac{1}{2}$	26 $\frac{1}{2}$	32 $\frac{1}{2}$	31 $\frac{1}{2}$	32 $\frac{1}{2}$	32 $\frac{1}{2}$	32	31 $\frac{1}{2}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	...
Rye													
Chicago .....	56 $\frac{1}{2}$	42 $\frac{1}{2}$	53 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	47 $\frac{1}{2}$	46	47 $\frac{1}{2}$	46 $\frac{1}{2}$	47 $\frac{1}{2}$
Minneapolis .....	52 $\frac{1}{2}$	38 $\frac{1}{2}$	50 $\frac{1}{2}$	48 $\frac{1}{2}$	48 $\frac{1}{2}$	48 $\frac{1}{2}$	46 $\frac{1}{2}$	45 $\frac{1}{2}$	43 $\frac{1}{2}$	42	43 $\frac{1}{2}$	42 $\frac{1}{2}$	43 $\frac{1}{2}$
Winnipeg* .....	50 $\frac{1}{2}$	39 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$	45 $\frac{1}{2}$	44 $\frac{1}{2}$	43 $\frac{1}{2}$	42 $\frac{1}{2}$	43 $\frac{1}{2}$	42 $\frac{1}{2}$	43 $\frac{1}{2}$
Barley													
Minneapolis .....	40 $\frac{1}{2}$	34	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	35	35 $\frac{1}{2}$	34 $\frac{1}{2}$	34 $\frac{1}{2}$	35	35	35 $\frac{1}{2}$
Winnipeg* .....	41 $\frac{1}{2}$	33 $\frac{1}{2}$	38 $\frac{1}{2}$	38	37 $\frac{1}{2}$	37 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	35 $\frac{1}{2}$	36 $\frac{1}{2}$
Soybeans													
Chicago* .....	84 $\frac{1}{2}$	72 $\frac{1}{2}$	79 $\frac{1}{2}$	79 $\frac{1}{2}$	79 $\frac{1}{2}$	79 $\frac{1}{2}$	79 $\frac{1}{2}$	78 $\frac{1}{2}$	77 $\frac{1}{2}$	76 $\frac{1}{2}$	78 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$

\*October delivery.

## Buying Wheat Profitably

[From address of H. W. Applegate, Toledo, before Ohio Grain Dealers Ass'n]

An elevator man must not only buy his wheat on a profitable basis, but he must buy all of his grain on a profitable basis. Our elevators in Ohio, for the most part, handle Wheat, Corn and Oats, and from now on undoubtedly will have Soy Beans to handle. What pertains to one grain pertains to all.

All are in business to make money and all must try to do so. Some years conditions beyond our control make it almost impossible to realize a profit, but there are at least two fundamentals in buying grain which are in force every year.

We must have a margin to work upon and we must buy our grain according to grade. If a farmer's grain is not up to contract, it must be discounted, and the elevator man's grain when shipped to market must be discounted or losses are bound to occur.

Country elevators are now better equipped to buy grain on grade, and inspection departments all over the country are standardized and are working smoothly and in close cooperation.

It is much easier for us to make money in the grain business when grain is on a carrying charge basis, but with the government purchasing and loans to the farmers, carrying charges may not materialize this year and grain buyers may get the idea that if they do not go out and get it, that they will not have an opportunity again. Such buying, as a rule, does not result in profits, but in losses.

One can buy grain and stand on it and pull for a higher market; one can buy grain and hedge it with a future; one can buy grain on a fair margin and one can buy grain on no margin at all, but from a country elevator man's standpoint, I would say the only safe way to buy grain at a country point is to buy the grain on a margin to pay his overhead and have a profit when final accounting is made.

If one is buying simply for a stronger market, he does not have to buy cash grain. He can simply buy a grain future on a smaller investment, sit on a chair in a broker's office or on the Board of Trade, shine his trousers and wait for the turn to come.

One would think this year with good crops in prospect, with an immense wheat crop in Canada, with the level of wheat prices higher than last year, with plenty of rain in June, that he should not buy unless he had a margin.

My theory is that all elevators do not work on the same costs and what would do for one would not do for the other, but what I do wish to emphasize is not to buy on a 1c or 2c margin because I am sure you cannot make money on such purchases.

My own company has had experience in working at terminals as well as operating country elevators. I know that margins are better at some country points than at others. Competition is such that a good operator can make more money at one point than a good operator at another point.

No elevator can make money unless the man running same is fundamentally sound, honest, industrious and fair to his trade, both in buying and in selling.

An elevator man should know his costs and try to profit by his own experience. A slipshod elevator operator may be lucky and get by one year, but it will be only a question of time before he is caught up.

In the final analysis, do not try to let your business in coal, fencing, fertilizer, feed and so forth, make up for your losses in buying and selling grain. Start out on the new crop to make some real money on your grain.

Germany is said to have purchased the entire 22,000,000 bus. remaining surplus of Rumanian wheat.

# Cost of Handling Grain

By LUCIAN A. GARNER, Lawrenceburg, Ind., before Indiana Grain Dealers Ass'n.

There are probably more grain men buying on smaller margins and giving more service than ever before. Why? Some say it's to meet trucker competition. Then in one corner of our brain there is that ever prevailing and overwhelming fear of what our nearby competitors are going to do!

When the farmer comes to buy feeds some elevator men think—"Now I'll get this man's grain business, so I'll keep him friendly by quoting a low price on these feeds!" Then when harvesting comes this same elevator man says, "By George, I've gotta give him an extra good price for this wheat because I sell him feed!" Like a dog chasing his tail, isn't it?

Again I say, buy on safe margins or cease to exist in business!

Here are some figures on three elevators computed for last season, not just on the cost of handling wheat, but with the assumption that purchases were made on the usual anticipated margin of 5c per bushel. These figures will illustrate just how much of that nickel was left after discounts and larger expense items were deducted. You will notice particularly that I haven't included any truck expense for we'll assume proper charges have been made to cover this item. (An optimistic assumption anyway.) I'm not considering any potential loss incurred because of long habits of the elevator buyer calling 57 pound to 57.5 pound wheat No. 2 and paying on the No. 2 basis. I haven't added depreciation on the plant and this item should run 1% a month, nor has truck depreciation been added, an item amounting to 2% a month. Let's say the man ran moisture tests and took fair discounts, which he probably didn't, but since he's a nice fellow we'll give him the benefit of the doubt. I haven't included insurance, interest, taxes, maintenance or small miscellaneous expense, but let's see how it all works out.

If he's one of these particularly big-hearted fellows he probably trucked free so that cut his margin down another cent or so a bushel. The higher you boost local price the smaller the margin gets.

Converted into cost per bushel this gives you

Damage discounts .....	\$ 312.00 = .0101c
Labor costs .....	582.00 = .0188c
Shrinkage .....	195.30 = .0063c
Power .....	75.00 = .0024c
	<b>\$1,164.30 .0376c</b>

The second elevator handled 18,500 bus. of wheat. Estimated gross income 18,500 bus. at 5c bu. = \$945, or in cents per bushel:

Damage discounts .....	\$ 393.75 = .0213c
Moisture discounts .....	75.00 = .0041c
Labor discounts .....	300.00 = .0162c
Shrinkage discounts .....	129.50 = .0070c
Power discounts .....	60.00 = .0032c
	<b>\$ 958.25 = .0518c</b>

The third elevator handled 48,600 bus. of wheat. Estimated gross income 48,600 bus. at 5c = \$2,410.

Consumes your margin like this—

Damage discounts .....	\$ 345.00 = .0071c
Moisture discounts .....	527.50 = .0108c
Labor .....	650.00 = .0134c
Shrinkage .....	195.30 = .0063c
Power .....	90.00 = .0018c
	<b>\$1,826.50 = .0375c</b>

Now, let's consolidate the handling cost per bushel at these three plants:

Handled 97,100 bus. @ 5c.....	\$4,855
Damage discounts .....	\$1,050.75 = .0108c
Moisture discounts .....	602.50 = .0063c
Labor .....	1,532.00 = .0158c
Shrinkage .....	538.80 = .0055c
Power .....	225.00 = .0023c
	<b>\$3,949.05 = 4.09c</b>

One station handled 31,000 bus. of wheat. Estimated gross income 31,000 at 5c a bushel = \$1,550. Seldom do elevator men discount dam-

aged grains so discounts assessed against him are a total loss and reduces his margin accordingly.

When you fail to buy on sufficient margins you have just given away that much of your earned money. If you fail to charge for trucking 500 bus. you've deprived your business of \$10.00 of its rightful income.

From an exhaustive study of western elevators, Mr. Moyer, of the Kansas Ass'n, found that—

	Cost per Bu.
Salary and labor amounted to.....	\$0.0188
Power .....	.0014
Office expense .....	.0014
Depreciation .....	.0043
Rental .....	.0003
Maintenance .....	.0019
Insurance .....	.0022
Interest .....	.0028
Taxes .....	.0025
Miscellaneous .....	.0027
Total .....	<b>\$0.0383</b>

The average capacity of the elevator was 20,800 bus. and average bushels handled by each elevator was 93,644, which is a lot more than the elevators will handle thru our section of the country.

When you buy grain at 70c and sell for 75c you figure on 5c profit but haven't cleared 5c profit, not by a jugful! Take the 5c anticipated profit and deduct from it your labor costs, shrinkage, discount for possible lower grades, power costs, plant depreciation, insurance, taxes, maintenance, miscellaneous expense, disinfectant for weevil, then figure out how much of that 5c is left!

Discounting and Grading.—Incidentally you have noticed this discussion covers not only buying costs and necessary margins, but should bring home to you the dire necessity of grading properly and discounting correctly. These grading schools sponsored by our good friend, Fred Sale, of our Ass'n, certainly won't do any of us any harm and we never know so much but what we can always learn more.

The small plant handling 15,000 bushels of wheat is certainly going to have higher per bushel costs than the plant handling 50,000 bus.; but if you handle the larger amount of grain don't develop the impression that you can give away your profit and keep financially healthy! It just can't be done!

I've seen costs of grain handling compiled by various parties that ran from 2c to over 13c per bushel, so instead of giving you more figures that can't meet each specific case I'm going to outline a form that you can use to effectively compile your own costs. Since most of you concentrate on wheat during July and August and rely on other lines to carry you thru the balance of the year I'm going to suggest that you compile these grain handling expenses for these two months only.

Divide the net profit by the total number of bushels handled and you will get the per bushel margin you've earned. Divide the total expense figure by number of bushels and you have the cost per bushel of handling or doing business.

In order that you can see just what our actual figures are for the state I'd like to see every one of you fellows compile a set of figures, on this basis, for this coming harvest season and send a copy to Fred Sale, % Indiana Grain Dealers Ass'n, Board of Trade, Indianapolis, and, if possible, do the same thing on corn this fall. If you'll do this I feel safe in promising you some figures from which you will derive much benefit.

Let's correct this practice of failing to take discount for moisture, discount for damaged kernels, discount for rye mix, discount for cockle, and discount for mixed wheat.

Seldom do some discount for weevil or smut, or consider losses in cleaning, dockage, eleva-

## GRAIN HANDLING COSTS

July 1 to August 31, 1939

Total bus. wheat handled.....	Bus.....
Total rec'd for wheat sold.....	\$.....
Total value of wheat in elevator belong-	
ing to firm .....	\$.....
Total value of our wheat stored in	
terminals .....	\$.....

Total money received .....	\$.....
Total paid out for wheat .....	\$.....
Total owing for wheat (taken in above) .....	\$.....

Total Cost of Wheat Purchases..... \$.....

Gross Profit Before Deducting Ex-	
penses .....	\$.....
Plant depreciation (take 2%).....	\$.....
Truck depreciation (take 4%) .....	\$.....
Office expense .....	\$.....
Power .....	\$.....
Salary and labor .....	\$.....
Rentals, if any .....	\$.....
Maintenance .....	\$.....
Taxes .....	\$.....
Interest, if any .....	\$.....
Insurance .....	\$.....
Miscellaneous expense .....	\$.....
Truck expense .....	\$.....

Total Expense or Cost of Handling.. \$.....

Net Profit .....

Profit per bushel, — cents. Cost of handling per bushel, — cents.

tor shrinkages, or shipping losses and in some cases losses on mortgaged grain, which losses inevitably go to reduce your margin. Then too in the case of corn shelling there is frequently a loss.

For all off-grade grain you are certainly discounted at terminal markets and it all goes to decrease your profits or increase the cost of your grain handling.

To store you must turn and treat for weevil, and this costs money.

Rye Mix.—There's another thing you fellows had better watch carefully this year. In many fields farmers have sown rye with their wheat in order to comply with the crop allotment program. The usual terminal discount on rye mix is 1c for each 1% or fraction thereof in excess of 2%. In other words, a car of wheat with 7% rye would suffer a 5c discount or your entire anticipated profit. Those who don't know would do well to learn how to pick rye content in wheat.

The United States and Great Britain agreed June 23 that the C.C.C. deliver 600,000 bales of cotton in exchange for 175,000,000 pounds of rubber, subject to approval by the Senate and Parliament.

Lincoln, Neb.—The Supreme Court of Nebraska on June 9 ruled that the Smith Baking Co. could not recover the processing taxes of \$2,758 illegally collected by the government from the Crete Mills in 1935.



L. A. Garner, Lawrenceburg, Ind.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Lafayette, Ind.—Purdue University, in co-operation with the department of agriculture, says Indiana oats crop condition is the lowest since 1890, with one exception.

Amarillo, Tex., June 12.—Early wheat, now arriving, has been unusually good in quality but the crop will be spotted.—Paul F. Pellette, ass't sec'y, Producers Grain Corp.

Toronto, Ont., June 9.—The condition of field crops in Ontario as at June 1 expressed as a per cent of the long term average yield, compared with 1938, expressed in parentheses, is as follows: Fall rye, 94 (96); fall wheat, 98 (96); spring wheat, 91 (97); oats, 91 (98); barley, 91 (97).—S. H. H. Symons, statistician.

Murphysboro, Ill.—The year's first wheat was brought to the Southern Illinois Milling & Elevator Co. by Sherman Lichter on June 16. The wheat contained good moisture content according to report made by mill office officials, was of good quality and weighed out 58 lbs. Mr. Lichter is experimenting with the Early Missouri variety.

Springfield, Ill., June 19.—Stands of wheat are mostly above average and fill is about average. Corn and soybeans are doing well. Oats have shown considerable improvement since the rains; however, prospects through the central and southern part of the State with the exception of limited areas is for a light crop.—A. J. Surratt, Sr. Agri. Statistician.

Duluth, Minn.—The northwest has been generally favored with excellent weather for the past few weeks. It has been cool practically everywhere and showers have provided sufficient moisture to bring the crops along satisfactorily so far. Country reports are generally optimistic as to the outlook and prospects for normal yields next fall.—F. G. C.

Evansville, Ind.—Excessive rains in many of the southern Indiana counties during the week ending June 24, did heavy damage to the wheat crops. A report from Washington, Ind., states that wheat ready for the harvest has been blown down in many fields and much shocked wheat has been seriously damaged by continued dampness. Growing corn can not be cultivated and weeds are becoming rank and doing great damage to the crop.—W. B. C.

Oklahoma City, Okla.—Seventy-eight fields were sampled in four counties—Grant, Kay, Garfield, and Noble—of northcentral Oklahoma, during the period June 5 to 10. Nearly 90% of the fields sampled had test weight of between 58 and 61 lbs. The remaining 10% ranged down to 56 lbs. About 35% of the fields tested from 13 to 17% protein and the remaining 65% ranged from 9 to 12.75%. The grain from about 55% of the fields was classed as dark hard, 15% as hard, 20% as mixed, and 10% as soft. The yield per acre in the fields sampled averaged somewhat higher than in westcentral Oklahoma.

Decatur, Ill., June 24.—Winter wheat is ripening rapidly and harvesting will get under way as soon as fields dry off enough so that this work can get started. There is some lodging of heavy stands, however nothing like one would expect with the rain and wind we have had the past ten days. The dry weather in May stiffened the straw, making the wheat less susceptible to the type of weather we have had. Rains followed by sunshine have made ideal growing conditions and the corn crop is making excellent progress. Corn prospects over the entire territory are as uniformly favorable as we have even seen; fields are ranging from knee to waist-high, which we would estimate ten days earlier than last year. The old saying is that corn should be knee-high by July 4th. Most of the acreage has had two cultivations and a little laid-by; fields generally are clean, color marvelous. Rains delayed cultivation this week and allowed weeds to get a start in some fields. On account of the rapid growth, and fields being too wet to work, some corn will lay itself by. Another factor to be taken into consideration on this year's corn crop is that 75 per cent of the acreage was planted with hybrid seed.—Baldwin Elevator Co.

Fort Worth, Tex.—Jim Simons of the Fort Worth Elevator & Warehousing Co. recently completed a 3,500 mile trip over practically the entire wheat belts of Texas and Oklahoma. Jimmy reports, "The crop quite spotted, but exceptionally good in Central and Northern Oklahoma where the old-timers predict yields as high as 35 to 40 bus. Said to be the best wheat crop ever produced in these localities. The Texas Panhandle spotted, but very good Amarillo south and west, and fair in the North Plains. Looks like 25 to 30 million for Texas, and 45 to 50 for Okla."—A. G. Campbell, sec'y-treas., Texas Grain & Feed Dealers Ass'n.

Great Falls, Mont., June 14.—From Havre east to the Dakota line and north to the Canadian boundary they have the finest crop prospect that they have had for years. Heavy rains over that whole territory brought the wheat back and stopped the grasshoppers from working. The cool, cloudy and rainy weather we have had the past ten days is wonderful filling weather and we should say that the average winter wheat yield in this territory should be from 20 to 25 bus. per acre. The total winter wheat crop from the state is now estimated at 18,000,000 bus. Spring wheat conditions continue extremely satisfactory and the plant has stood well and it has a good healthy growth.—G. F. Greely of Greely Elevator Co.

Winnipeg, Can., June 16.—Growth has been retarded during the past two weeks in every district in three provinces due to the unseasonably cold weather. Temperatures last week were eight degrees below normal in Saskatchewan, five degrees below normal in Manitoba and six degrees below normal in Alberta. This cool weather has been beneficial in checking the grasshoppers and damage from the pests has been largely confined to small patches. Control campaigns are active in many districts and there is considerable uneasiness over the large numbers of grasshoppers that have hatched this spring. There are heavy infestations over much of southern and central Saskatchewan.—McCabe Bros. Grain Co., Ltd.

Princeton, Ill., June 23.—Thru Rockford, Dixon, Mendota to here, corn has made wonderful growth since my first trip in June. Winter wheat is filling in good shape and taking on a ripening color. Oats also shows some improvement but is still poor. Considerable water still standing in fields from recent heavy rains. But no damage from it showing so far. Some black rust showing in all wheat examined but set in too close to harvest to be anything serious. However, its presence this far east and the fact that it shows westward thru Nebraska thus forming a southern base of such length east and west means nothing other than that it will infest a large area in the northwest spring wheat sections.—H. C. Donovan of Thomson & McKinnon.

Minneapolis, Minn., June 24.—During the past week Minnesota has received further good rains while over most of the rest of the northwest flax territory precipitation has been light and spotty. The weather has been cool and with plenty of moisture in the ground the flax plants have developed a vigorous, healthy growth, keeping well ahead of the weeds which seem to do better in hotter weather. Most fields in the southern half of Minnesota are in bloom, and although certain districts in the northern part of the state, as well as the Dakotas, are spotted, the crop looks good and is making satisfactory progress. The cool, rainy weather has kept the young grasshoppers in check and to our knowledge no damage has been done by them. However, the danger still exists if the weather warms up; consequently, bait spreading is continued and it is hoped will keep their damage down to a minimum.—Archer-Daniels-Midland Co.

Great Falls, Mont., June 22.—General rains over the whole state since the last letter, and according to the Department of Agriculture bulletin under a heading of June 20, 17 representative stations reported an average precipitation of 1.54 in. This ranged all the way from 3 in. in some eastern counties to only ½ in. in the southwestern part of the state. Over our territory would say that we averaged a good 1 inch and possibly a little more. As a result everything is looking fine and while we, of course, will not have the winter wheat crop that we had last year, the spring wheat, with favorable conditions for the next thirty days, should be equally as good. Would say that the 18,000,000 bus. winter wheat crop previously estimated certainly still holds good, and unless

we get extremely hot weather and hot winds or a sudden grasshopper or cricket infestation, that crop is made. We still believe that we will have new winter wheat moving by the 18th or 20th of July.—Greeley Elevator Co.

Sikeston, Mo.—Prospects of a good wheat yield on a comparatively small acreage in the Sikeston district is seen by Lyman Bowman of the Scott Milling Co. Some threshing already has begun and the season will be at its height in a few days. A better yield than last year, possibly 18 bus. to the acre, is seen. The 1939 crops has not suffered the widespread rust prevalent last year, nor were army worms, which caused considerable damage last year, a menace this season. The total output is less promising, however, due to crop restrictions of the Soil Conservation Program. Mr. Bowman said there are 20,000 less acres of wheat in Scott County alone this year than last. Over the four counties which supplies the milling company with almost all its wheat, the acreage was cut 37,330 last year. "This acreage is not enough to supply the territory in which we operate with trucks," Mr. Bowman stated. "With a continuation of reduced acreage we will be forced to curtail operations."—P. J. P.

Minneapolis, Minn., June 23.—The Northwest spring wheat states of Montana, North and South Dakota, Minnesota, Wisconsin and Iowa are all reporting favorable moisture conditions during the past few weeks; Montana, especially, is in excellent condition and a few warm days will make a vast difference in the crops and ranges. Most of North and South Dakota received good rains and prospects are becoming brighter every day. Much of the grain was damaged materially by the early drouth, especially over the Red River Valley area, and even excessive rains would not bring this back to normal. However, the remaining acreage is making good progress, and although stands are thin, the plant is stooling better since the rains. Heads are now forming on the wheat plant on a rather short straw, but the nourishment the plant is drawing from the soil is going to the formation and development of the kernel rather than to excess foliage and stooling, so that a good quality grain may be expected under normal conditions until harvest.—Gargill Crop Bulletin.

Springfield, Ill., June 21.—Showers were adequate for crop needs and were timely in many areas in caring for surface moisture needs. Corn made good to excellent progress, with condition mostly good to very good. Considerable corn has been cultivated the third time, and a little has been laid-by; the crop is generally clean, and much has a height ranging from 18 to over 24 inches. Winter wheat progress was mostly fair to good, with the condition generally good though heads are short in localities; harvest (binder) is beginning in some south-central localities and the crop is turning in color in localities of the north. Oats generally made fair progress, though considerable is a poor crop; there are reports of a few fields being plowed under. Soybeans are largely sown, but not all are yet up; they are growing well. Pastures, alfalfa and clover are mostly good, with haying active. Barley is being combined in the central and south. There is continued mention of red rust in some areas, and some chinch bug activity in localities.—E. W. Holcomb, statistician.

Winchester, Ind., June 24.—Past week brought us two or three heavy rains, but in this immediate locality we don't think they did any harm whatever. Nowadays it doesn't take long for farmers to get in their corn and clear it of weeds. During this week the writer had a chance to observe the crops from Cincinnati, north as far as Logansport. Believe there is the finest prospect for corn we have ever seen. There are some pieces now that are almost shoulder high, all of it is above knee high, with the Fourth of July still a week and a half away. Any change in eastern Indiana corn will have to be for the worse as it couldn't be better. Wheat cutting is now general. It is reported to be well filled, not so many grains in a head and not so thick on the ground, but if it is of good quality when threshed, we are sure the yield will be very good. The few oats that came thru at all are looking much better and we have hopes of them being good quality and heavy test weight, as they are ripening under almost ideal conditions. If this is true the number of bushels will, of course, be greatly increased.—Goodrich Bros. Co., C. C. Barnes, Exec. V.-P.

## Salina's Grading School Hears About Mixed Wheat

The Salina (Kansas) one-day grain grading school, under the auspices of the Salina Board of Trade, co-operating with the federal grain supervision service, the extension department of Kansas State College, and the Kansas grain inspection department, has turned into an annual event. This year it was held on Friday, June 2, in Memorial Hall, Salina, and attracted a crowd of 125.

B. K. SMOOT, president of the Salina Board of Trade, warmly welcomed the delegates at the morning session, and encouraged them to study grading so that they could buy wheat on the same basis as it is bought in central markets.

W. B. COMBS, Chicago, extension division of the U. S. Department of Agriculture, described the purpose and the objectives of the school, explaining some of the factors in grain grading, and how grain grading serves to establish values of different divisions, and classifications of wheat.

ANALYSIS of wheat samples, by classes and subclasses, occupied the remainder of the morning session.

DR. R. T. COTTON, senior entomologist, with the U. S. Department of Agriculture, located at Manhattan, first speaker on the afternoon program, described weevil, and other insects that infest wheat, the methods of fumigation, and suitable fumigants for grain.

In the course of his remarks Dr. Cotton mentioned a new fumigant known as methyl bromide, which is being developed by Dupont and by Dow Chemical Co., a poisonous gas compressed in cylinders, which is four times as heavy as air, and is in use by commercial fumigators on the west coast. Like other fumigants, it kills eggs and larvae as well as live weevil.

"Moisture content of grain has a marked influence on the abundance of some of our worst grain pests," said Dr. Cotton. "The dry weather of the Great Plains area is one of the best natural controls for grain weevil."

Among the fumigants Dr. Cotton recommended were chloropicrin, ethylene-dichloride, carbon tetrachloride mixture, and carbon bisulfid tetrachloride mixture, which he said are non-inflammable. "Good results can be obtained in country elevators," he said, "with calcium cyanide, chloropicrin, or the carbon disulphide-CC/4 mixture." More of Dr. Cotton's remarks are published elsewhere in this number.

DR. JOHN PARKER, director Kansas Wheat Improvement Ass'n, told something of the field days now being held at wheat test plots in Kansas, and the results that are being found in grading farm wheat samples. His

remarks are summarized elsewhere in this number.

ANALYSIS of wheat samples for damage, and a demonstration of mechanical grading factors, led by E. L. Betton and R. P. Summers of the Kansas state grain inspection department, filled the remainder of the afternoon session.

SCOTT BATEMAN, warehouse examiner for the Kansas state grain inspection department, urged grain dealers, to take out warehouse licenses if they wished to store grain.

GRAIN INSPECTORS co-operating in training the "students" during the morning and afternoon demonstration programs included L. M. Anderson and B. Plummer, Wichita; George Potter, Hutchinson; Georgell Douglass, Erland Carlsson, and E. L. Betton, Kansas City; L. O. Stratmeyer, Topeka; R. P. Summers, and Lee Finley, Salina. Keeping the program moving were W. B. Combs, marketing specialist with the U. S. Department of Agriculture, Chicago, and J. W. Mather, marketing specialist with the extension service of Kansas State College, Manhattan.

DELEGATES in attendance at the Salina school (arranged alphabetically by towns) included: Henry L. Fouts, J. E. Machen, Gordon C. Mark, Willis Myers, M. C. Rodney, and John H. Cham, Abilene; D. A. Mercer, Aurora; George Betz, Asherville; C. W. Richards, Bavaria; Frank Schremmer, Beaver; Carl Thierolf, Beloit; H. A. Waite, Bennington; W. J. Sanderson, and L. Schulze, Bentley; D. A. Frye, and L. D. Chapman, Broughton; M. F. Fischer, and S. W. Smith, Canton; L. J. Merklinger, Clafin; Bruce Clevenger, J. F. Cocherell, Erwin Kurz, and F. R. Kirk, Clay Center; Leroy Pence, Delphos; F. J. Knox, Detroit; W. A. Shanely, Dorrance; Henry Janousek and P. J. Nash, Ellsworth; Charles J. Wood, Enterprise; Arnold L. Romeiser, Falun; H. J. Edenkauf, Frankfort; H. E. Steinet, Galatin; Paul Bailey, Glen Elder; A. B. Eikleberry, and John Mays, Geneseo; M. B. Flook, and Ray F. Toeffer, Gorham; F. B. Cox, and O. D. Stewart, Grainfield; M. M. Wheatley, and Uhl Wheatley, Gypsum; D. M. Pfeifer, Hays; C. Kalbfleisch, Harlan; Herbert Binger, Hedville; L. L. Everly, Herrington; G. A. Fleming, Hillsboro; G. W. Caldwell, Horton; B. Rueschhoff, Hoxie; G. M. Potter, and Hubert Stenson, Hutchinson; L. B. Allen, Kanopolis; A. B. Magnuson, Kipp.

Fred Bartels, and Claude Reynolds, Jewell; G. E. Nelson, Lindsborg; Harry L. Mansfield, and Lawrence H. Wenthe, Lucas; T. H. Ewing, Lyons; Frank S. Burson, and George Montgomery, Manhattan; G. A. Morford, Marion; A. R. Jacobson, Montrose; Marion Reynolds, Natrona; Carl W. Carrier, Page City; J. M. Younger and John J. Billinger, Park; Glen Amerman, Partridge; J. W. Thompson, Pendennis; R. A. Collins, Penoke;

H. C. Higgason, Quinter; E. M. Colley, and R. R. Prosek, Rush Center; J. T. Hutchings, W. P. Atherton, and J. P. Lasure, Russell; C. H. West, Rydall; Lyle Layne, G. C. Layne, and Dale Chapman, Simpson; C. O. Anderson, Smolan; O. J. Hart, Solomon; Harry C. Blackwill, Studley; I. W. Reinking, Talmage; A. F. Baker, Udall; W. E. Dillinger, Wakeeny; J. O. Ross, Wamego; Charles Thayer, and Harold Webster, Westfall; Arthur C. Soukup, Wilson; Leroy E. E. Sturm, and Merle Tribbey, Winfield, and August Rohloff, Woodbine.

## Kansas Dealers Bring Pre-Harvest Meetings to a Close

Kansas grain dealers have continued their series of pre-harvest local meetings at key points in the northern part of the state, as the combines nosed into the lush wheat fields in the south central and southeastern areas. Evening meetings were held at Topeka, June 13; Downs, June 15, and Marysville, June 16, and each found attendance running from 50 delegates upwards.

Local chairmen called the meetings following evening dinners, turned them over later to Sec'y J. F. Moyer, of the Kansas Grain, Feed & Seed Dealers Ass'n.

DIRECTOR JOHN PARKER, of the Kansas Wheat Improvement Ass'n, varied his explanations of work in the wheat test plots in 33 Kansas counties, with a colored movie that dramatized the field days, showed waving fields of different varieties of wheat, and brought a hint of the big attendance of farmers at these field days. At the Marysville meeting he reviewed the results at the master plot at Manhattan, where a field day was held on June 15.

K. E. SODER, agricultural agent for the Rock Island railroad, pointed out that Clay County shipped 300,000 bus. of wheat more than normal last year, because 65 per cent of its wheat acreage was devoted to Tenmarq wheat, which he considered enough reason for encouragement of this variety.

Considerable discussion centered around the mortgage question. Sec'y Moyer explained that landlords' and threshers' liens take priority over other claims, and described a Kansas law imposing penalties on those who sell mortgaged grain without satisfying the mortgage holder. (This law was published in the Kansas News columns of the Journals for June 14.)

SEC'Y MOYER pointed out that in its loan schedules the Commodity Credit Corporation discounts "light smutty" wheat 3c a bushel, "smutty" wheat, 6c. No justification can be found, he felt, for a grain dealer applying lower discounts. Nor can justification be



J. W. Mather, extension service of Kansas State College, Manhattan, presided at the annual grain grading school at Salina.

found for a grain dealer applying other than standard grading practice in testing wheat, in view of the fact that a farmer may deliver his crop, and make up his mind after it is delivered that he wants a C.C.C. loan on it. In such cases the grain dealer will be expected to make good the grades they mark on the tickets.

THE COMMODITY Credit Corporation, said Moyer, cares little how a farmer gets his wheat to a terminal elevator. It simply considers the loan value of wheat in farm bins at the freight, plus a 3c handling charge, less than the loan value in a terminal elevator. Country elevators wishing to store this wheat must be licensed and bonded.

SCOTT BATEMAN, administrator of the Kansas Warehouse Law, pointed out that 208 elevators licensed and bonded under Kansas law, have 43 per cent of the storage in the state, and that \$50 will pay the fees for licensing and bonding most elevators under 50,000 bushels capacity.

JOHN ROSS, Wamego, past president of the ass'n, made a vigorous plea for membership, admitting that he considered his membership fees a profitable investment from the standpoint of benefits he had received from ass'n activities.

F. A. DERBY, chairman at the Topeka meeting, pointed out that farmers in many districts demand 10 days free storage by custom. A future settlement contract, said Moyer, cannot be converted into a C.C.C. loan later. Scott Bateman said the legal status of wheat dumped in an unbonded elevator is "SOLD." The Kansas law does not permit storage in unlicensed, unbonded houses.

A brief review of wheat conditions in seven counties in the Topeka area, showed an expected average yield of 17.2 bushels per acre, tho a considerable acreage planted to wheat a year ago, has been planted to corn this year.

Derby urged a "good neighbor" policy among country elevators, pointing out that no country elevator that has a competitor can expect to handle all the wheat raised in its community.

At the Downs meeting there was a very good turn-out, with about 75 present. A lot of interest was shown in the explanation of the 1939 wheat loan program, and elevator handling costs were also discussed from the floor—some dealers reporting that operators in that territory last year had practically ignored elevator costs and had, apparently, tried to handle grain without giving any consideration to such costs.

Many dealers expressed themselves in favor of adjusting their grade discounts to agree with those laid down by the government agencies in arriving at wheat loan values.

The National Soybean Ass'n will hold its annual meeting Sept. 11 and 12 at Madison, Wis.



Flat cars were turned into sight-seeing cars by the Missouri Pacific and St. Joseph Belt railways to carry Mo-Kan-Neb-Ia Jamboree delegates to St. Joseph, Mo., industries.

## St. Joseph Grain Exchange Entertains Country Shippers

St. Joseph, Mo., grain dealers made another successful bid for glory on June 15 with a Jamboree for Kansas, Nebraska, Iowa, and Missouri grain shippers that threatens to turn into an annual pre-harvest picnic for shippers in territory tributary to the St. Joseph market. Total registration reached 232, with well over a hundred country shippers enjoying the get-acquainted reception on the St. Joseph Grain Exchange during the morning, and on an inspection tour of the grain elevators and cereal plants from special cars during the afternoon.

The program was all entertainment for a huge crowd, because none wanted to miss the sights, the fun, or the free features that had been provided for all by the St. Joseph Grain Exchange.

Only serious business on the entire program was the grain grading demonstration put on by Chief Grain Inspector Ralph P. McNergney of the local office of the Missouri State Grain Inspection Department, and St. Joseph's Federal Grain Supervisor A. R. Matters. They used approved testing and grading facilities,

The morning's get-acquainted program centered around an exhibit of approved varieties of hard and soft winter wheats and other grains in properly labeled sample pans on the Exchange floor. This exhibit, as well as the grain grading demonstrations, was augmented with car sampling demonstrations in the afternoon.

An inspection tour of St. Joseph grain elevators and processing plants began at one o'clock in the afternoon when all male delegates climbed aboard a special Missouri Pacific and Union Terminal train consisting of a diesel powered engine, with an insistent bell, an air-conditioned coach, a baggage car and observation flat-cars especially arranged for sight-seers, with a railing around the edges, and plank seats down the middle of each.

The train carried nearly 200 of the delegates to the Quaker Oats Aunt Jemima plant for a mammoth buffet luncheon arranged in the company's cafeteria by C. L. Scholl, the company's grain buyer. The ride whetted appetites. Plates were piled high, because the sandwiches, the



Mo-Kan-Neb-Ia Jamboree visitors jammed a runway to watch the Richardson car dumper at the Quaker Oats Co. plant, St. Joseph, Mo.

showed the shippers how 1,000 grams of wheat should be poured into a hopper held two inches above a testing bucket, then allowed by gravity to run into the testing bucket, and stroked off with three diagonal zig-zag strokes from a round-edge, hardwood stroker, before balancing a scale beam for the weight-per-bushel test. They demonstrated the classifying, picking and grading of wheats that reach the St. Joseph market.

potato salad, the baked beans, the cakes and the coffee were all good, and many returned to fill their plates a second time.

Grain Buyer Scholl started the inspection tour thru the Aunt Jemima plant by handing each delegate a box of puffed wheat and puffed rice, then led them into the box manufacturing department, the filling and wrapping departments, the steam puffing department where great guns roared lustily to blow tiny kernels of wheat and rice into the familiar puffed products found on every groceryman's shelves. A trip thru the company's huge terminal elevator ended at the receiving pits, where a Richardson car unloader gripped the ends of box cars filled with grain, forced out the car doors, and tipped the cars sideways and endways to dump their contents.

Past the Burlington, the Commander-Larabee, the Dannen, and the Hart-Bartlett-Sturtevant elevators the Grain Men's Special changed to carry its burden of delegates to the 2,000,000 bushel Stratton terminal elevator for the car sampling demonstration. The delegates climbed on piles of grain doors to watch experienced samplers stick their probes down into a car of wheat, and spread their samples on a canvas to check the condition and character of the grain in all parts of the car, and heard McNergney explain how the sampling

department knows when a car is unevenly loaded or plugged.

With no time out, the delegates were rushed from the Special to the Moila Club to join their ladies at a huge banquet in the Club's cool ball room, where President Chet Weekes of the St. Joseph Grain Exchange presided as master-of-ceremonies, and was aided in entertainment by the singing of Bernie Holmquist of Omaha, Vern Geiger of St. Joseph, and Fred Howitt, King City, Mo.

The day's program of entertainment ended after the banquet, when the assemblage split up, some of the delegates going to Thames Field to watch Joplin's team trounce St. Joe's team 3 to 1 in a fast-running, fast fielding, night baseball game; others to Krug Park Bowl, huge out-door theatre, where they joined 2,000 other opera enthusiasts at a performance of the famed Gilbert and Sullivan "Mikado."

Credit for the success of St. Joseph's Jamboree goes to the efficient performance of a multitude of duties, properly correlated by the St. Joseph dealers. Registration was handled by a com'te consisting of E. M. Loutch, Vernon C. Geiger, E. W. Green, Nelson K. Thomas, and J. L. Gregory. Grain grading demonstrations were arranged by Ken Clark and Robert Graham. C. L. Scholl looked after the luncheon and the trip thru the Aunt Jemima plant. W. S. Geiger, Harry C. Gregory and Chester L. Weekes made the arrangements for the banquet. Harry Gregory, J. D. McKee and E. W. Green made arrangements for the baseball game.

Visiting ladies had a program of their own during the afternoon, where they were entertained by a com'te of local ladies composed of Mrs. Chester L. Weekes, chairman; Mrs. Cecil R. Martin and Mrs. Charles A. Geiger. It began with a luncheon at the Oakford Tea Room, followed by theatre parties, shopping tours and sight-seeing trips about the city.

### St. Joseph Jamboree Joiners

Missouri: L. L. Teare, Craig; Fred Howitt, King City; R. R. Harrington, Westboro; J. E. Wallace, Agency; C. W. Leonard, Agency; Edwin Davis, Maitland; James Pepper, Rushville; P. L. Cunningham, Tarkio; Glen Hill, Bigelow; Henry DeMotte, Maryville; H. S. Morehouse, Hopkins; Chas. Gray, Hopkins; Dwight and John Donan, Mound City; M. T. Scott, Cameron; J. D. Dunhan, Osborn; Ernest Witte, Barnard; Geo. Boettner, Rockport; J. H. Campbell, Gower; Earl Johnson and Geo. Roberts, Westboro; R. P. Ebersole, Albany; L. I. Mitchell, Craig; Temple Bentley, Watson; John Ahrens, Corn-ing; Ruel McCord, Joplin.

Nebraska: Victor Hecht, DuBois; R. R. Gilmore, Tecumseh; Willard Jose, Vesta; Tim Gilmore, Tecumseh; Mr. H. H. Torbeck, Johnson; Herman Clark and G. W. Harmon, Auburn; W. H. and Hollis Hutchinson, Peru; Robert and Walter Boyd, Filley; Earl Manning, Burriss; E. A. Grueber and Henry Thuloweit, Byron; G. B. White, Unadilla; G.

[Concluded on page 550]

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Quincy, Ill., June 23.—Quincy today took in its first new wheat, testing 56 lbs.

Diller, Neb.—The first carload of new wheat was delivered at Black Bros. elevator June 17 by L. D. Elise, Hanover, Kan. It tested 62 lbs. to the bus.

Duluth, Minn.—A 98,000 bu. cargo of Argentine flaxseed has been unloaded into a local elevator for account of a Minneapolis crusher. This is the first foreign lot of seed to be received within a year.—F.G.C.

Omaha, Neb.—Omaha on June 21 received its first car of new wheat of the season. It was from Beatrice, Neb., grading sample hard, 56.2 lbs., 16.8% moisture and heating. Protein was 14.55% and the sale price 64½¢. The grain was from various fields around Beatrice that yielded 14 to 15 bus. an acre.

Duluth, Minn.—Shipping operations have commenced to slip and show the usual summer dullness. Demand for grain from the east has slowed down and naturally affects boat chartering, causing an easing in water freight rate from Duluth to Buffalo. The present rate on wheat to unload at Buffalo is 1½¢ to 2¢, small lots taking the higher rate range and large cargoes the lower quotation.—F.G.C.

Saint Joseph, Mo.—Receipts and shipments of grain in May as compared to May, 1938 (shown in parentheses), expressed in bushels, were as follows: Receipts, wheat, 174,000 (144,000); corn, 174,000 (244,500); oats, 350,000 (342,000); barley, 1,750 (—); soybeans, 4,500 (—); shipments, wheat, 201,600 (881,600); corn, 262,500 (334,500); oats, 86,000 (30,000); rye, (7,500); soybeans, 1,500 (—).—Saint Joseph Grain Exchange.

Ottawa, Ont.—Canadian wheat in store June 16 was reported as 110,214,354 bus. compared with 113,116,782 bus. for the preceding week and 27,714,272 bus. for the week ending June 17, 1938. Wheat receipts in the Prairie Provinces for the week ending June 16, 1939, amounted to 967,997 bus., a decrease of 490,714 bus. from the preceding week when 1,458,711 bus. were marketed. In the three Prairie Provinces for the forty-six weeks from Aug. 1, 1938, to June 16, 1939, 280,267,960 and 120,758,132 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Duluth, Minn.—Grain continues to move into Duluth and outside northwestern terminals at a rapid clip and in substantial volume. This month's movement will compare well with the large run for the month of May. The important factor for this evidently has been the hedge selling against purchases of redeemed 1938 loan wheat. Since August 1, 1938, to June 22, 1939, total grain receipts in this market reached 102,825,770 bus., compared with 94,907,186 bus. in the corresponding period a year ago. This amount will be further increased because there is still another month to go before the close of the crop year.—F.G.C.

Kansas City, Mo.—The first new crop barley reached Kansas City June 22, much earlier than usual. The grain was shipped from Liberal, Kan., to Cargill, Inc., and graded No. 2, 46½ lbs., 94 per cent sound. It was bright though not as plump as the test weight would indicate. Last year the first new crop barley did not reach Kansas City until July 6, when a car each of No. 3, 44 lbs., and No. 4, 41½ lbs., arrived from Nebraska.

Philadelphia, Pa.—Receipts and shipments of grain during May as compared to May, 1938, expressed in bushels, 1938 in parentheses, is as follows: Receipts, wheat, 415,600 (4,544); corn, 6,270 (21,368); oats, 21,059 (59,679); rye, 1,156 (1,375); barley, 1,248 (14,412); shipments, wheat, 406,679 (119,549); corn, 11,475 (74,020); oats, 17,997 (50,847); rye, 7 (—); barley, 2,906 (13,062).—John W. Frazier, managing director, Commercial Exchange.

New York, N. Y.—Receipts and shipments of grain during the month of May as compared to the same month in 1938, expressed in bushels, with 1938 in parentheses, is as follows: Receipts, wheat, 566,600 (245,200); corn, 239,500 (1,498,331); oats, 74,800 (57,825); rye, 1,700 (99,800); barley, 3,400 (25,500); flaxseed, 257,000 (248,000); millfeed (tons) 25; shipments, wheat, 275,000 (139,000); corn, 154,000 (299,000); barley, (17,000); clover seed, 1,482 (210).—Dept. of Information & Statistics.

## Big Movement of Wheat

Kansas City June 24 received 544 carloads of wheat, against 237 cars a year ago.

For the week Kansas City received 2,939 cars, against 1,031 cars during the like week a year ago.

At all primary markets wheat receipts last week were 14,569,000 bus., against 5,405,000 bus. a year ago.

## Loan Value at Country Points

Values of wheat for each county are set by the Commodity Credit Corporation as the basis for loans.

Supplement 1, Instructions, of C.C.C. Wheat Form 1, provides:

"Commodity Credit Corporation will determine the loan value on wheat in storage on the farm or in country warehouses by deducting from the designated terminal market value an amount equal to 3 cents more than the all-rail interstate freight rate (in effect May 1, 1939) from the country warehouse points, or the shipping point designated by the producer, to such terminal market; except that in the appropriate counties of Illinois, Indiana, Iowa, Minnesota, Missouri, Nebraska, Oklahoma, South Dakota, Texas, and Wisconsin such rates shall be computed on the basis of the average freight rate from all shipping points other than subterminal markets in each county to the appropriate terminal market.

"The loan value of eligible wheat stored in approved subterminal warehouses which was shipped by rail may be determined by deducting from the appropriate designated terminal market loan value an amount equal to the transit balance of the through freight rate from point of origin for such wheat to such terminal market; Provided in the case of wheat stored at any railroad transit point, taking a penalty by reason of out of line movement, or for any other reason, to the appropriate designated market, there shall be added to such transit balance an amount equal to any out of line or other costs incurred in storing loan wheat in such position as determined by Commodity Credit Corporation."

## Washington News

The Senate com'te on agriculture on June 19 approved a bill permitting the federal government to guarantee loans of \$350,000,000 for purchase of farms by tenants. What next?

The House voted June 19 to extend the labeling requirements of the revised drug and cosmetics act from June 25 to Jan. 1, to help manufacturers work off their stocks of labels and packages.



St. Joseph Grain Exchange com'te heads and demonstrators who arranged Mo-Kan-Neb-Ia Jamboree at St. Joseph, Mo. Left to right: N. K. Thomas, sec'y of the exchange; E. M. Loutch, registration; R. P. McNergney, grain grading demonstrations; R. G. Graham, vice-pres. of exchange; K. B. Clark, grain grading com'te; Mrs. Chester L. Weekes, chairman ladies' entertainment com'te; W. S. Geiger, banquet com'te; Chet Weekes, president of exchange; F. A. Wilkins, transportation; C. L. Scholl, who arranged luncheon and trip thru Aunt Jemima plant; C. A. Geiger, general com'te chairman.

## Ohio Dealers Hold Best Meeting

[Continued from page 529]

various industries who worked with us on the Truckers Bill, have signified their willingness to continue their efforts with the next Legislature. We hope to have more support from the grain and feed dealers at that time.

**Senate Bill No. 86**, governing the construction, operation and inspection of passenger and freight elevators, was passed and eliminated the hand and electric powered manlift, and freight elevators of less than 1,500 pounds capacity and moving less than 50 feet per minute, from the regulations of the Industrial Commission. (This means you can operate your manlift without installing all of the safety devices demanded by the Commission in their ruling last year.)

At a special meeting of the Officers and Directors in February, a new committee was created to be known as the Feeds, Seeds and Fertilizer Committee, who were instructed to confer with the State Director of Agriculture and the Chief of the Division of Feeds, Seeds and Fertilizers. The Committee met with the new State Officials on the following day and requested that additional investigators and inspectors be appointed, and that the former procedure of diverting funds from that Division to other Departments be discontinued. The officials promised their hearty cooperation and asked that the requests be put in writing, which was done.

**Membership:** We are pleased to report that our membership shows a gain of 26 during the year. We have secured 41 new members and lost 15; two thru death, two sold out; one resigned and ten were dropped for non-payment of dues. Our boosters list is quite a long one, showing an increased interest by the members. Our old reliable, George O'Brien, secured two new members before his illness and death. Everett Early of Waynesville, and C. E. Wilkinson, of the J. E. Wells Co., Sidney, Ohio, each obtained three members. President O'Brien and H. E. Frederick, Scott Mills, Inc., Marysville, tied with two each, and the following men each secured one member: L. G. Bradstock, Wellington; G. R. Forrester, Toledo; Carl Helberg, Okolona; Miami Grain Co., Sidney; Leroy Neal, The Mill Mutuals, Columbus; L. A. Gilliland, Gilliland Grain & Coal Co., Van Wert; R. C. Musser, J. W. Eshelman & Sons, Circleville; and L. W. Dewey, The Dewey Bros. Co., Blanchester. Your Secretary secured the remaining 22. We greatly appreciate the efforts of these boosters, but wish we could get more of our members to help increase the membership.

**Ten group meetings** were held during the year. Two at Lebanon, two at Marion, and one at Marysville, Lancaster, Greenville, Mt. Vernon, Sidney and Columbus. The Secretary also attended two of the Western Ohio group meetings held at Delphos, the Farmer Grain Dealers monthly meetings at Holgate and Fostoria and the annual meeting in Toledo in February. Of our own meetings, Lebanon as usual drew the largest attendance, over ninety being present at both meetings.

At five of the group meetings a committee of six men, composed of two men from the Farmer Grain Dealers Assn., The Ohio Farm Bureau Assn., and our organization were named to study the Credit problem.

**Fourteen bulletins** were mailed to members in addition to other special notices. The increase in correspondence in and out of the Secretary's office indicates the members are taking more interest in association activities. We also mailed five letters to non-members, trying to interest them in the association work, and inviting them to join us. Fifteen members were secured through these letters, but I am sure more would join us if their neighbor would see them personally and urge their doing so.

L. G. BRADSTOCK, Wellington, reported that he had been paying around \$140.00 a year state compensation insurance when "one day an inspector dropped in and asked to see our records. He went back five years and our next bill was for \$446.00 deficiency. I believe we can correct the hazards of our elevators and secure a marked reduction in our assessments."

CHAS. LATSHAW, Fostoria, reviewed the labors necessary to secure an alleviation of the manlift regulations and advised all elevator operators to safeguard all moving machinery and take every precaution to prevent accidents to themselves and their employees. By preventing accidents you can minimize suffering and reduce your cost of compensation insurance.

PRESIDENT O'BRIEN appointed the following committees:

**NOMINATIONS:** S. L. Rice, Metamora,

Geo. North, Groveport, and C. A. Hiegel, Leipsic.

**RESOLUTIONS:** Elton Kile, Kileville, E. Early, Waynesville and G. R. Forrester, Toledo.

**AUDITING:** L. G. Bradstock, Wellington, B. R. Hoaglin, Scotts and Al Eier, Nevada. Adjourned for lunch.

## Monday Afternoon Session

The second session opened with a greatly increased attendance and close attention to the proceedings.

RAY B. BOWDEN, Executive Vice President of the Grain & Feed Dealers National Ass'n, gave a most interesting review of the Government's activities in the marketing of grain. In the course of his address, he said:

**Asks that CCC Refrain from Crushing Established Business**

Cash grain commission merchants feel that the present policies of the Commodity Credit Corporation in the liquidation of grain taken over by it when loans mature, definitely threaten the very existence of their business. They point out that, as larger and larger portions of the marketable crop go into the hands of the federal agency, commission firms will be starved out if that grain is shipped from country assembling points direct to the government agency at terminals, because it will be routed around the commission firm.

We believe that the federal agencies are not yet fully aware of the threat held out to commission merchants, and that they will modify their plans to provide that the federal agency will not be an instrument of competition with private business. In our opinion they are not desirous of wrecking or injuring business interests, and will attempt to make their regulations so that the commission merchant, as other parts of the normal grain trade, may be maintained.

We think this is a question of getting the whole story over to the officials of the federal agencies in Washington and trusting to their fair judgment. We have found them willing to listen to the problems of the trade, and quick to correct patent errors in their regulations. We believe that groups like this should express their opinion in this matter frankly and fairly to the federal agencies, by letter and telegram, so that they may more quickly see that the entire trade feels the threat in the present situation.

As President Bast of our National Ass'n said in a speech last week in the Midwest, there definitely is a farm problem, and the trade is anxious that the best possible solutions be applied to the problem. The grain and feed trade, however, do not feel that solution of the farm problem includes any necessity for the wrecking of other business. We believe in a long-time program for help to agriculture, but realize that some immediate help had to be given during the recent crisis. Without quarreling too much that with short-time program, many in our trade feel that the long-time program demands some direct action on the matter of taxes.

In one farm State a few short years ago, it was reported that although real property earned only one-fourth of the income of the State, it paid about 88 per cent of the taxes. Another State survey indicated that taxes took 73 per cent of the income remaining to farmers after necessary farm operation expenses were paid.

Farmers in Montana pay 10 cents per bushel more to ship their wheat to the head of the Lakes than do farmers across the line in Canada the same distance from the Lakes, and the cause is largely found in the comparative tax rates of the two railroad lines, the railroad in the U. S. being taxed four times as much per track mile as the railroad in Canada. A news item in this morning's paper gives the results of a tax survey, showing that more than 50 per cent of the taxes paid are "hidden" taxes. Here is a chance for farm relief on a real scale.

Farmers as a whole are suspicious of big business. If they can be shown that tax-collecting is by far the biggest of big business in America, perhaps they will begin to demand farm relief at the real place where it can do the most good; to demand that taxes be placed upon "income" of the farm rather than upon an arbitrary land assessment that does not measure the earning power of land; to demand that government measure its spending by its income, as a farmer must do; and to demand that the heavy burden of taxes upon farming, as well as other industry, be lessened.

DR. J. E. HUNTER of the Allied Mills addressed the Ass'n on the Scientific Compounding of Feeds.

H. L. KENNICOTT, Sec'y Lumberman's Mutual Casualty Co., in addressing the Ass'n on Reducing the Grain Elevator Operators Liabilities which is quoted elsewhere in this

number, gave an interesting survey of the operators' many liabilities.

CHARLES LATSHAW, Fostoria, appealed for lower insurance rates on the elevator operators' liabilities.

"A number of radio advertisers are cooperating in the broadcasting of the markets, and we have used some of our radio time to warn dealers against the purchase of stolen seed from thieves. Any who are willing to contribute to the maintenance of the service should communicate with Sec'y Cummings or myself."

H. R. WOOLEY, 1st V. Pres., Pickerington, took the chair and conducted a formal forum on Buying Grain Profitably. He first called upon H. W. Applegate of the Mennel Milling Co., whose remarks appear on page 532.

ELTON KILE of Kile & Son: I believe our competitor is not only the nearby dealers, but the changing conditions under which we must do business. The combine has brot us some new problems, and today we can not judge accurately of wheat's moisture content without a dependable moisture tester. We must have confidence in one another and exchange information on prevailing discounts, grades and values.

MARSHALL JENNINGS, Beaver Dam applauded the remarks of Elton Kile and emphasized the necessity of a five cent margin if buyers were to avoid a loss in handling combined wheat.

FRED SALE, sec'y of the Indiana Grain Dealers Ass'n, regretted the lack of definite information regarding the cost of handling grain through Indiana elevators and explained a canvass is being made by the state association to determine members' cost of handling grain in hope of convincing buyers of the futility of paying more for grain than it would command in the central markets.

Adjourned for the annual banquet.

## Tuesday Morning Session

The third session was called to order by President O'Brien with a reduced attendance.

GEO. NORTH, Groveport, in the absence of L. R. Watts of London, presented the following suggestions of the Columbus Group for the improvement of the credit conditions:

**Columbus Group Recommends Cash and Time Prices**

The trade needs a change from promiscuous credit. The cash buyer is entitled to consideration over the time buyer.

After study of the various plans this Committee feels it is not possible to organize the entire trade along one certain line of general adoption, but leave it to the individual dealer to regulate his business without a payment of fee, dues or other charges to an organization, relative to this question itself.

But in order to start an opening wedge we suggest the grain dealers in their competitive territory inform each other of delinquent and shaky creditors, and that each dealer have printed a poster stating—"All Merchandise priced for Cash."

A reasonable charge added for credit, in other words make a Cash and a Time price, and a limit on extended time, with an interest charge on open book accounts after a 30 or 60-day period.

FRED DIERKSHEIDE of Kenton endorsed the recommendations of Mr. Watts and suggested that all groups join in the drafting of a definite plan for reducing credit losses so that all may work along similar lines.

A. P. EIER, Nevada: Insisted that all seed business be placed on a strictly cash basis. Our greatest losses is on coal, because of so many transients. Feed dealers generally have been entirely too lax in the matter of extending credit so we have lost heavily. We have tried selling with a liberal discount for cash, but have found it unsatisfactory. The dealers of some districts have obtained some relief through the medium of a Credit Exchange. By filing lists of debtors and exchanging information the dead beats are prevented from buying from the cautious retailers. Unless we work together we are easy marks for buyers who never pay.

EVERETT EARLY, Waynesville, of the S-W Ohio Ass'n, recommended the adoption of a discount of 2% for cash on all retail sales as an encouragement to cash buying, that a modified credit plan be installed to fit local conditions, that an educational program be conducted for sound business practices and that retailers assist and encourage local credit bureaus.

SECY CUMMINGS stressed the advantage of having a distinct understanding with customers that all purchases were for cash unless by special agreement as to time of payment. When all groups have drafted a definite plan for reducing our losses on credit business we may be able to agree on a uniform method of preventing the dissemination of operating capital. All must keep working on this trying problem until we obtain permanent relief.

J. RALPH PICKELL, Buford, Wyo., in reviewing Fifty Years of Fooling Around condemned politicians who placed any tax or interference with the free exchange of commodities. Depressions now days start at the top. Failure of governments to make good on their promises destroys the confidence of industry in the future. However, we are on the upgrade. We are coming back in spite of political interference. So far as wheat is concerned I am a bull and would not be surprised to see wheat sell at a dollar before snow flies, but I may change my mind in the next twenty-four hours.

ELTON KILE, Kileville, chairman of the Resolutions Com'te, presented the following which were unanimously adopted:

### Resolutions Adopted

We, the members of the Ohio Grain, Mill and Feed Dealers Ass'n duly assembled in convention at Toledo, June 19th and 20th, 1939, do hereby adopt the following resolutions:

#### Ask 3 Cts. for Handling Corn

WHEREAS, statistical material now available for Department of Agriculture, Federal Trade Commission and other reliable agencies, indicate that the actual cost of handling corn and wheat through the country elevator is in excess of the handling charges now proposed to the country elevators by Commodity Credit Corporation for the movement of said corn and wheat; therefore be it

RESOLVED, that we respectfully request said Commodity Credit Corporation to make an allowance of a handling charge to the country elevator for the movement of said grain of sufficient amount to cover cost plus small margin of profit, which we believe to be three (3) cents per bushel.

BE IT FURTHER RESOLVED, that the country elevator operator be compensated for handling said grain on a basis of weights that the former is compensated.

#### Request CCC to Use Regular Facilities

RESOLVED, that we respectfully request said COMMODITY CREDIT CORPORATION to use the regular channels of the grain trade most suitable and convenient to the community from which said grain is to be moved and to protect the future movement of grain both for the benefit of the farmer and consumer by using and preserving all those useful channels of movement of grain built up by long years of economic development.

WHEREAS, there are communities in Ohio where the movement of sealed corn from said

community would create a hardship upon the feeders thereof; therefore be it

RESOLVED, the Commodity Credit Corporation be requested to offer first said corn for sale to a local grain agency before it shall be moved from said community.

#### Ask National Ass'n to Meet in Toledo

WHEREAS, the Grain Dealers National Ass'n has not yet selected a place to hold its meeting in 1940, we, the members of the Ohio Grain, Mill and Feed Dealers Ass'n in convention assembled do most cordially support the efforts of our host, the City of Toledo, to persuade the National Association to meet in Toledo, in 1940.

BERT HOAGLUND of the Auditing Com'te reported the accounts of the Ass'n checked and found to be correct and in good condition.

SAM RICE of the Nominating Com'te reported the following, all of whom were elected without opposition: President, H. R. Wooley, Pickerington; 1st Vice Pres., L. G. Bradstock, Wellington; 2nd Vice Pres., Elton Kile, Kileville; Sec'y-Treas., W. W. Cummings.

Directors: G. E. O'Brien, Chairman, Greenville; F. Watkins, Cleveland; G. D. Woodman, Toledo; H. E. Frederick, Marysville; L. A. Gilliland, Van Wert; E. A. Fitzgerald, Cincinnati; L. R. Watts, London.

### Toledo Convention Exhibits

Fairbanks Morse Co. showed a scale beam and a portable scale, both with precision indicator. Clark Wells and Bill Krepps were in charge, assisted by J. E. Boomer, Jr., T. R. Brown, C. H. Myers and R. A. Smith.

Carl Berger of Sidney Grain Machy. Co. displayed pictures of elevators and grain and feed machinery, and distributed miners' caps and pencils.

O'Brien Milling Co. displayed its line of flour, and was represented by G. E. ("Boots") O'Brien and Alvin K. Heiby.

Kasco Mills exhibited feeds.

Frank H. Nickle, representing Nickle Engineering Co., demonstrated the Nickle Crusher Feeder for running ahead of a hammermill.

Edw. J. Funk & Sons, Wm. R. Bower in charge, displayed hybrid seed corn.

Seed Trade Reporting Bureau, represented by R. P. Reid, exhibited a Steinlite Moisture Tester and seed and grain testing equipment.

Morton Salt Co. showed a full line of salt. Dan H. Yount, D. S. Rainey, V. L. Donahue, N. E. Neunherz and O. M. McBee represented the company.

Cummings & McAlister exhibited a Tag-Heppenstall Moisture Tester and a full line of grain testing equipment with Bill Cummings and Robt. McAlister in charge, with the assistance of Harry B. Olson.

National Ideal Co., H. A. Messinger, showed Premier Peat Moss.

Max Katz Bag Co., represented by Morris Katz, displayed bags.

A. E. Staley Mfg. Co. was represented by W. C. McGuire, R. E. Baer, H. T. Morris, H. J. Kapp and H. D. Egly, and exhibited soya beans, oil and soya meal pellets.

Old Fort Mills had a picturesque exhibit of the old fort. Pete Turner, Avery Dodge, I.

R. James, T. M. Valentine and E. P. Short, were on hand to tell the merits of their feeds.

Registration was conducted by the Ohio Dept. Mill Mutuals, represented by J. W. Huntington, Ross Castle, Leroy Neal and G. N. Arnold, 359 delegates registered.

### Toledo Convention Notes

Ray Bowden, Grain & Feed Dealers Nat'l Ass'n, and Fred Sale, Indiana Grain Dealers Ass'n, were on hand meeting old friends and sang for the banquet.

Sam Holder, Chief Grain Inspector, Indianapolis, was very much in circulation.

Wm. Rogers represented the Duplex Mill & Mfg. Co.

Bob Crawford handed out Oyster Shell cigars at the banquet. The Chase Bag Co. supplied the banquet caps.

Sam Rice brought his sons, Sam, Jr., and George. The boys are becoming very adept as conventioners.

Fairbanks, Morse & Co. maintained open house at their Toledo shop. Monday noon Clark Wells and Bill Krepps entertained over 100 delegates at a buffet lunch at the shop, where "hot dogs" were roasted on the forge and beer and soft drinks were piped in.

Souvenirs: Matches by J. G. McKillen; Pencils by the American Elevator and Grain Division.

### Grain Grading School

One hundred and seventeen delegates gathered on the trading floor of the Toledo Produce Exchange Sunday afternoon for the grain grading school. H. F. Prue, federal supervisor at Toledo, presided and called on the several inspectors present to describe the determining grading factors of the different grains. Each delegate was given samples to grade and the results checked by the inspectors. F. E. Robbins, Purdue University, discussed the characteristics of the many varieties of soya beans.

### In Attendance at Toledo Convention

BUFFALO sent: G. W. DuRant, Continental Grain Co., F. E. Haller, American Elev. & Gr. Div., R. A. McKillen, J. G. McKillen, Inc., C. B. Weydman, Eastern Gr. Elev. Corp., G. B. Wood, Wood Grain Co., J. N. Anderson, E. B. Enger, W. E. Greene, H. H. Richardson and F. E. Smith.

FROM CLEVELAND came: J. S. Halladay and F. E. Watkins.

COLUMBUS was represented by: Jack Bellar, L. J. Dill, W. W. Cummings, L. H. Hampshire, and Bob McAlister.

CHICAGO: J. E. Begley, E. W. Bailey Co., J. E. Hunter, Allied Mills, C. A. Boyle, H. B. Park, J. H. Summers.

FROM INDIANA came: E. T. Dickey, Allied Seed Co., Ft. Wayne, and O. M. Thomas, Marion.

MICHIGAN sent: F. S. Modjeska, Springport, and W. H. Pickard, Petersburg.

FEED AND ingredient representatives were: Al Wilson and John Bressler, Denver Alfalfa Mfg. & Prod. Co.; H. H. Heeman and M. Wittig, Soya Processing Co.; J. E. Hunter, B. H. Focht, G. S. and D. Tawney, Allied Mills; B. F. Beck; M. B. Gardner; R. K. Howsman; O. W. Meyer; H. Robison; R. E. Rowland; W. A. Seaman; R. E. Shrider; R. J. Van Orden; D. B. Walker and G. V. Standish.

### Directors Ohio Grain Dealers Ass'n



Left to right: Elton Kile, Kileville; L. A. Gilliland, Van Wert; Sec'y W. W. Cummings, Columbus; Pres. H. R. Wooley, Pickerington; G. E. O'Brien, Greenville; George D. Woodman, Toledo.

## Pacific N-W Grain Men Meet

The 19th annual convention of the Pacific Northwest Grain Dealers Ass'n was held at Lewiston, Idaho, June 16, in the Lewis-Clark Hotel with 250 in attendance.

A. J. HAILE, of Spokane, pres., said:

In keeping with the request of the directors, this Ass'n was incorporated during this fiscal year, as a non-profit organization, for a period of twenty years.

During this fiscal year the Ass'n has held six regional meetings, with an average attendance of 51 at each meeting. Our first meeting was in Walla Walla, with our good friend Clarence Henry of the Chicago Board of Trade as guest speaker. The next meeting was in Pendleton, with Harry L. Brown, assistant sec'y to the Department of Agriculture, from Washington, D. C. Two regional meetings were held in the form of grain grading schools, one in Spokane and the other in Lewiston. Two regional meetings were held recently in Walla Walla and Lewiston, primarily to consider the current requirement of the Commodity Credit Corporation.

TED BRASCH, of Spokane, sec'y, read the following report:

During this fiscal year your Ass'n has taken an active part in the state legislatures of the Pacific Northwest. More controversial matters appeared in the Washington State Legislature and therefore most of the time was spent at Olympia. The Ass'n was vitally interested in six bills and fortunately all six were settled to our satisfaction. On some occasions various members were called on for assistance and, were it not for their co-operation, it is very evident that the favorable defeat of, or the favorable passage of the bills would not have been very certain.

To date, the Ass'n has 10 new members to its credit this year. I wish to express again a hearty welcome and hope their membership will prove to be very valuable to them. Your secretary has published 42 bulletins this fiscal year.

Dr. R. T. COTTON, Manhattan, Kan., senior entomologist, gave an illustrated lecture on "Weevil Infestation," which will be published later. He said Northwest wheat suffers less damage than grain in other regions because of the semi-aridity of the region and the cold winters, both deterrents. Weevil can not breed in grain with less than 10 per cent moisture content.

OTTO F. BAST, Minneapolis, Minn., pres. of the Grain and Feed Dealers National Ass'n, delivered an address which is published elsewhere.

WALTER J. ROBINSON, director of agriculture of the state of Washington, explained the Washington setup regarding insurance warranties required of warehousemen by the Commodity Credit Corporation and suggested that Washington handlers could set up, with official sanction, two tariffs, one including insurance. Warehouse receipts of insured wheat would be plainly stamped.

EDGAR LUDWIG, Portland, AAA representative, explained features of the credit commodity requirements and he and Mr. Robinson answered questions put by members.

The resolutions adopted asked a continuance of the export subsidy by the federal government to the Pacific Northwest, for consideration toward equalizing farm storage and public warehouse rates under the C.C.C. loan, and for the appointment of a com'te to devise a uniform plan for the three states for issuance of insured warehouse receipts.

Approval was given the trade rules com'te report asking that overtures be made with the state grain inspection office (Portland) towards retaining samples of grain inspected at coast terminals for a longer period than at present to give shippers a longer time in which to appeal on grades. The com'te also recommended that the executive com'te "recommend to the Seattle Grain Exchange that any switching charges on grain from interior points to Puget sound be for account of the buyer."

The convention approved the grades and discounts com'te report favoring retention of 1938 schedules except "that weevily wheat shall not be applicable on contract except by mutual agreement, and if accepted a service charge of \$15 a car be assessed," that trading be done

on the basis of bulk wheat sacked wheat to draw a two cent premium.

Secretary Brasch was asked by the convention on report of the transportation committee "to investigate laws for warehouse or elevator as to whether warehousemen can make extra charges for loading out trucks and how the transportation should be entered on warehouse receipts or the additional cost can be covered."

OFFICERS elected are: Pres., A. J. Haile, Spokane; vice pres., H. E. Morrison, Walla Walla; sec'y, Ted Brasch, Spokane; and treas., Geo. E. Schultz, Reardon. Executive com'te: George Schultz, Reardon; Jack Glover, Spokane; J. W. Shepard, Lewiston; Howard Hughes, Pullman, and Sol Reiman, Odessa.

Directors: A. J. Urquhart, Lind; A. J. Haile, Spokane; George Schultz, Reardon; Virgil Valaer, Walla Walla; T. E. Robinson, Nezperce; George Krummeck, Portland; H. Younger, Walla Walla; J. W. Shepard, Lewiston, and W. R. Glover, Spokane.

Over 200 who attended the banquet were well entertained with music and song.

## Government Discounts on Low Grades

Besides their use in figuring loan values country buyers of wheat will find the discounts on off-grades a good guide in buying the wheat for their own account. At Kansas City, Mo., and St. Joseph, Mo., and Kansas City, Kan., the discounts officially announced are as follows:

Yellow hard winter 2c below hard winter.

Light smutty wheat an additional 3c per bushel discount.

Smutty wheat, 6c per bushel discount.

Mixed wheat, 2c per bushel discount below the established loan rate on the comparable numerical grade of that class of wheat contained in the mixture which would take the lowest loan rate applicable to any subclass thereof if it were not mixed.

Wheat grading below No. 3 will be eligible for loan only when test weight is the only factor placing it in a lower grade.

Should No. 4 or No. 5 wheat grade down on factors other than test weight, it will not be eligible for a loan.

All grades containing more than 14 per cent moisture will not be eligible for loan.

Stored wheat may turn out to be the property of the C.C.C. so elevator operators must use its schedule of discounts if they wish to operate safely.

INTERIOR Ohio points were represented by: Geo. Armstrong, Osborn; F. A. Abbott, Delta; E. L. Allton, St. Paris; O. B. Armstrong, Osborn; Calvin Amstutz, Elmira; Neil Bockrath, Glandorf; Wm. Breidenbach, Kenton; H. C. Burner, Tontogany; Marion Borough, Grand Rapids; H. E. Brubaker, New Carlisle; K. O. Burrer, Sunbury; E. W. Briegel, Chatfield; Otis J. Bear, Leipsic; L. F. Branstool, Utica; H. F. Benner, Bryan; L. G. Bradstock, Wellington;

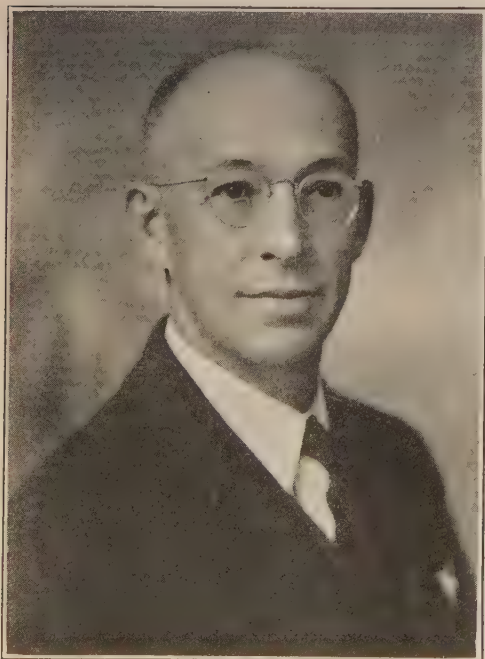
F. S. Callihan, Helena; R. C. Calvelage, Ft. Jennings; H. E. Carpenter, Berea; G. V. Cornish, Berea; R. E. Crone, Osborn; P. J. Cole, Greenville; H. F. Dachsteiner, Bryan; H. Davis, Sycamore; H. H. Deterick, Hamilton; F. W. Dierkscheide, Kenton; E. L. Diller, Bluffton; K. F. Dillon, Bellevue; H. E. Doud, Cecil; Everett Early, Waynesville; A. P. Eler, Nevada; E. M. Ellis, Urbana; J. H. Falknor, W. Alexandria; Joe Fedders, Franklin; A. A. Fleming, Prospect; A. L. Fritz, Buckland; A. H. Fuller, Spencer; A. L. Garman, Delphos; L. A. Gilliland, Van Wert; C. W. Graul, Pleasant Corners; G. C. Grover, Rising Sun;

E. M. Hievve, Lykens; C. A. Hiegel, Leipsic; G. C. Heist, Van Wert; Karl Helberg, Okolona; E. H. Heldman, Jeners; W. H. Herrstein, Chillicothe; B. R. Hoaglin, Scott; A. N. Hochstetler, Findlay; C. M. Hochstetler, Wharton; H. L. and W. H. Hockman, Canal Winchester; W. D. Holloway, Arlington; A. H. Horn, Tiffin; W. C. Horn, Fostoria; Geo. Howell, Lima; H. F. Hupman, Yellow Spring; I. M. Jennings, Beavertown; B. T. Johnson, New Vienna; H. F. Kaelber, Cardington; Fred Kalmbach, N. Baltimore; Alva Kearns, Kenton; W. H. Kemmer, Hamler; E. M. Kile, Kileville; H. C. Kirchner, Delaware; R. W. Kirkpatrick, Ashville; Carl Kliesch, Williamstown; C. H. Kohls, Glandorf;

S. O. Lanning, Spencerville; P. A. Lashley, Marion; C. S. Latchaw, Fostoria; Maxwell Latham, Plain City; Ray Latham, Unionville Center; T. M. Latham, Lippincott; W. M. Latham, Hayden; Ansel Lockhart, Delaware; E. W. Laubis, Hepburn; F. J. Maurer, Fostoria; Birney McKee, Lewis Center; D. G. Merrick, Dunbridge; O. A. Meyer, Fremont; M. D. Mizer, Bakersville; C. F. Mondhank, Lancaster; John More, Marysville; Dwight Moore, Morral; W. M. Myers, Lockbourne; A. W. Noah, Berea; G. M. North, Groveport; A. J. and Thomas Odenweller, Ottoville; Vincent Odenweller, Delphos; G. E. Perkins, Perrysburg; C. R. Phelps, Conneaut; Roy Phipps, Carroll; W. H. Rapp, Sabina; H. W. Reitz, Sidney; Al Ringlein, Lima; C. W. Roehrig, Oakwood; R. O. Roeth, Houston; C. M. Rudy, Bellevue; Bliss Russell, Hilliards;

C. C. Schafer, McClure; G. L. Schultz, Bucyrus; H. K. Scott, Marysville; G. H. Smith, Sugar Ridge; H. D. Smith, Arcanum; H. W. Smith, Dayton; Clem Standish, Tiffin; J. A. Stemen, Convo; E. M. Stulz, Massillon; W. E. Swartz, Bettsville; Edgar Thierwechter, Oak Harbor; C. L. Thomas, Chillicothe; W. O. Thompson, Cambridge; M. W. Turner, Lancaster; E. E. Vance, Ansonia; J. A. Vore, Cairo; A. T. and L. A. Ward, Fostoria; S. L. Warner, Circleville; L. R. Watts, London; S. A. Weimer, Carey; C. O. Wise, Bellevue; T. F. Wood, London; H. P. Wooley, Pickerington; R. O. Youngs, Wapakoneta; Edgar R. Mertz, Buckland.

The Senate has approved an appropriation of \$1,218,666,572 for the Department of Agriculture.



Pres. A. J. Haile, Spokane, Wash.



Sec'y Ted Brasch, Spokane, Wash.

# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARIZONA

Chandler, Ariz.—The dust bin of the Pecos Valley Alfalfa Mill Co. just north of the main portion of the mill burned early May 30. Sparks from a piece of tramp metal going thru the grinder set fire inside the machinery of the mill and was carried thru the ducts into the dust bin. Lack of water with which to fight the blaze increased the amount of loss sustained. A brick fire wall prevented spread of the flames from the dust house to the mill.

## ARKANSAS

Hot Springs, Ark.—Rice millers of Arkansas, Texas and Louisiana held their 40th annual convention here June 1, 2 and 3 at Arlington Hotel, with about 225 persons attending.

Little Rock, Ark.—Humphreys Mills, formerly known as Davis & Andrews Mills, has been rebuilt and is in operation. The new plant's capacity will be 1,400 bbls of corn meal each 24 hrs., with the modern corn shelling machinery capable of shelling 500 bus. ear corn per hr. Partners in the mill are Mrs. Hugh Humphreys, J. C. Roney, H. B. McCoy, John B. Edgar and E. Harry Humphreys.

## CALIFORNIA

Dixon, Cal.—Work is practically finished on the new livestock feeding mill at the Mace packing plant. The mill will provide a scientific ratio of feed for the stock. A silo has been constructed in the end of the structure to mix the proper proportion. The building is about 80x90 ft. in size and provides ample storage room.

Petaluma, Cal.—Louis Hozz, feed dealer, who was tried recently, charged with failure to attach a label to sacks of feed showing the ingredients in the mixture and for failing to place a state stamp tax on the labels, was found guilty. Robert A. Dozier, of the agri. dept., was the complaining witness. Sentence was passed June 19 by Judge Webb.

Petaluma, Cal.—The feed mill of the Coulson Co. was destroyed by a fire that wiped out the American Poultry Co.'s large chicken fattening and dressing plant early June 4. The fire, communicated to the feed mill from the American Poultry Co. plant across the alley, is believed to have been of incendiary origin. The Coulson building was 40x100 ft. in size and equipped with the latest milling machinery and elevator. It was a corrugated iron covered wood building, containing, with the machinery, a quantity of feed, oil and other material. The loss amounted to many thousands of dollars.

## CANADA

Galt, Ont.—The feed warehouse of Cecil Bwok was badly damaged by fire June 7.

Winnipeg, Man.—The Searle Grain Co. has bought the 17 elevators of the Quaker Oats Co. in Saskatchewan, increasing its line to 400, the transfer being effective July 17.

Winnipeg, Man.—Wilfred P. O'Brien, member of the Winnipeg Grain Exchange, died at his home here recently. He had been connected with the grain trade for the last 25 years, most of this period being employed by the United Grain Growers. In later years, however, he owned and operated his own grain office.

Fort William, Ont.—C. E. Hayles, general manager of Canadian Consolidated Elvtr. Co., Winnipeg, and H. E. Riley, terminals manager, also of Winnipeg, made a recent visit of inspection to lakehead terminals of the company, the Empire and Thunder Bay elevators. George Heffelfinger, executive of the Peavey Grain Co., Winnipeg, also visited the G. T. P. elevator on an inspection tour.

## COLORADO

Keenesburg, Colo.—Fred Smith of Denver has purchased the elevator properties of Walter Steinwald located here and at Hudson.

Mesa, Colo.—The United Elevators, Inc., Denver, is constructing an elevator here.

Byers, Colo.—The Farmers Grain & Bean Ass'n is building a 15,000-bu. iron clad elevator, W. H. Cramer Const. Co. having the contract.

Agate, Colo.—The Conley-Ross Grain Co. purchased the local elevator from the Ady-Crowe Grain Co. and W. H. Cramer Const. Co. is making the needed repairs on it.

Holyoke, Colo.—Henry Johnson of Sidney, Neb., is new manager of the Denver Elvtr. Co.'s local elevator, succeeding John B. Nelson who resigned. Mr. Johnson was manager of the Sidney-Huntsman Elevator at Sidney last year.

Denver, Colo.—John Conley of Conley-V. Ross Grain Co. and Miss Vera Holland were united in marriage on June 17. The happy couple left immediately on a three-week honeymoon trip to California, to include the San Francisco World's Fair.

Wray, Colo.—The east wing of the Equity Elevator is being remodeled to increase the storage capacity of the plant. The change is expected to bring the capacity of the plant to around 35,000 bus. of grain. The outside sheeting of the building is being rerailed and the scale house in the top of the building is being raised seven ft.

Hugo, Colo.—The personal property of the Plains Grain & Produce Co. was sold for delinquent taxes levied against the grain company with interest for the latter part of the year 1931 and all the taxes from 1932 to 1939 inclusive amounting to \$3,100.45 plus a 10 per cent commission asked in the sales notice. The sale was held June 10. The list of property consisted of the main elevator, including a 20-h.p. electric motor; hammermill, scale, bean cleaner, and other equipment and a warehouse.

Denver, Colo.—Fred M. Smith, formerly associated with Clyde Williams in Williams-Smith Grain Co., now operates the 200,000-bu. F. C. Ayres Milling & Grain Co. elevator here under the name of "Fred M. Smith—Grain." Associated with him is John Eskildsen. F. C. Ayres Milling & Grain Co., under the management of Robert Quest, continues with its wholesale and manufacturing business in feed. Fred Smith also heads United Elevators, Inc., operating elevators at Keenesburg and Hudson on the C. B. & Q.; Mesa and Bennett on the U. P.; and Castle Rock on the D. & R. G. The 20,000-bu. elevator at Mesa, and the 10,000-bu. elevator at Castle Rock were built during the spring; the other three elevators were purchased from local interests.

## ILLINOIS

Armington, Ill.—E. F. Verry & Sons have equipped their elevator with Atlas Belting and Calumet Cups.

Kinbrae, Ill.—The Kinbrae Grain Co. is improving its elevator with a new Atlas Belt and Calumet Cups.

Pontiac, Ill.—The Pontiac Farmers Grain Co. sustained a total loss to its coal shed and contents on June 5 by fire.

LeRoy, Ill.—Hasenwinkle-Scholer Co., Inc., reported a small property loss sustained as a result of high winds June 10.

Quincy, Ill.—Alex Sinaiko & Sons have purchased an additional lot north of their soybean mill from Anheuser-Busch, Inc.

Peoria, Ill.—The Pabst Brewing Co. has let the contract to the Jas. Stewart Corp. for four cylindrical reinforced concrete storage tanks.

Lena, Ill.—Heyer & Son's grist mill was destroyed by fire the afternoon of June 20.

Mt. Sterling, Ill.—LeRoy White, owner and manager of the Lewis-Wilson elevator, recently sold the business and will move to Quincy.

Dallas City, Ill.—The Dallas City Grain & Feed Co. has been organized; 400 shares, n.p.v.; incorporators, W. F. Anguish, E. E. White, T. A. Richey.

Danforth, Ill.—The Farmers Elvtr. Co. recently equipped its house with a Clow-Winter Direct Connected Geared Head Drive and 10 h.p. motor.

Weldon, Ill.—Rallsback Bros. recently installed a car loading spout and made other minor repairs at their plant. Eikenberry Const. Co. did the work.

Mt. Sterling, Ill.—Frank Donason of Schuyler County recently purchased the Lewis Elevator here and is conducting his business as the Mt. Sterling Elvtr. Co.

Minonk, Ill.—New belts and buckets have been installed on one of the stand of elevators at the Terminal Grain Co.'s elevator. Work was done by Eikenberry Const. Co.

White Hall, Ill.—The Co-operative Grain Co. is installing a new chain drag equipment and making other repairs at its plant. Eikenberry Const. Co. has the contract.

Clinton, Ill.—Installation of a new stand of elevators and drive, automatic scale, a distributor and other machinery has been completed by Eikenberry Const. Co. for the DeWitt Co-operative Grain Co.

Stronghurst, Ill.—O. J. Sanderson, pres. of the Stronghurst Grain & Mdse. Co. for 15 years, died suddenly at his home south of here the night of June 6. Death resulted from a ruptured blood vessel.

Bushnell, Ill.—John Morris is the new manager of the grain elevator on East Main St. formerly known as the Curtis Elevator. The plant is open for business and will carry a complete line of feeds as well as handle grain.

Seneca, Ill.—In the elevators being built for the Continental Grain Co. at Seneca and LaSalle by the John S. Metcalf Co. two 14 inch No. 2 Gerber Radial Distributor Spouts with funnels and indicator wheels will be installed.

Decatur, Ill.—The Spencer Kellogg & Sons Co. has let the contract to the Jas. Stewart Corp. for a soybean processing and storage plant to be built of reinforced concrete. It includes a number of storage tanks, a head house and a bean processing oil mill.

Paris, Ill.—Patrick J. Breen, who had operated elevators and feed mills in Edgar County, Ill., for many years, and was widely known in eastern Illinois not alone as a grain and feed man but also as a state representative, having served in this capacity for 11 successive years, died recently.

LaSalle, Ill.—The Federal-North Iowa Grain Co. is dismantling a portion of its elevator building on Sixth Ave. in preparation for building a 20-ft. addition at the south end of the present structure, enlarging its feed mill department. New, modern milling machinery will be installed.

Quincy, Ill.—Contract for building and installation of machinery for the barge loading plant of the Missouri-Illinois Grain Co. has been let to Eikenberry Const. Co., and work has been started. The improvement will consist of truck unloading facilities and shelling and cleaning plant and barge loading tower.

Waterloo, Ill.—H. D. Ewing has been collecting money for the Grain & Feed Journals without any authority from its publishers and without reporting to the publishers. Any light on Mr. Ewing's whereabouts or his present activities will be greatly appreciated by the publishers of the Grain & Feed Journals Consolidated.

Rock Falls, Ill.—John Kadel is having the exterior of the South Side Elevator covered with light grey asphalt shingles and the sash and trim of the building will be painted dark green. New eaves spouting is being installed and other improvements made.

Washburn, Ill.—Flying sparks from a freight train engine are believed to have kindled the fire at the Russell Porch elevator southeast of here the afternoon of May 26. The blaze, starting near the top of the structure, damaged a bin of oats and a small section of the elevator but was brought under control before extensive damage resulted.

DeKalb, Ill.—Will Hite has been arrested on a warrant, charged by Francis Sauter with obtaining money under false pretenses, the alleged crime said to involve a grain deal in which Sauter, a farmer living near DeKalb, claims to have lost. Officers went to Freeport to serve the warrant, but found the man already in trouble there, charged with theft, so he remained in the Stephenson County Jail for the time being.

Williamsburg (Lovington p. o.), Ill.—Howard Huckelberry has purchased the Elvin Atherton grain elevator on the Pennsylvania railroad, taking possession June 12. He is operating as the F. H. Huckelberry Grain Co. Mr. Huckelberry's elevator at Fairbanks was destroyed by fire Mar. 22. Since the Williamsburg elevator is only two miles distant from the site of his former location, he will not rebuild the Fairbanks plant at this time.

Middletown, Ill.—Fernandes & Co. has engaged Wayne Estill to supervise construction of its elevator, to be built to replace the one recently burned. Work on the new building will start in August. A temporary bin of approximately 1,000-bu. capacity will be built to assist in caring for the wheat crop this summer. The new elevator will be about 28 ft. square and will be equipped with modern machinery with electric power. A loading chute recently erected is being used to handle grain into cars temporarily.

Decatur, Ill.—Settlement of claims against the Hight Elvtr. Co. have been made by the Great American Insurance Co. and Lloyds of London, which will pay \$92,157 to creditors of the defunct firm it was announced June 13. The settlement will be slightly in excess of claims because of interest. Small creditors of the company will receive 100 cents on the dollar, while three banks, holding claims, will receive approximately 100 cents on the dollar. The banks are the Millikin National Bank of Decatur, the National Stock Yards National Bank, National City, and the First National Bank of St. Louis.

#### CHICAGO NOTES

John L. Driscoll, Milwaukee, and Ernest J. Cwik have been elected to membership in the Board of Trade.

R. L. Mansfield of the firm of Harris, Upham & Co., addressed a meeting of the Morris (Ill.) Rotary Club the evening of June 12, his subject, "The Technique of Grain Marketing."

After operating at a disadvantage for many years on account of exorbitant switching charges the John E. Bastien Grain Co. has closed the Hayford Elvtr., owned by the Marshall estate.

J. G. Woodman, long a member of the Illinois Grain Inspection Dept. and the father of Geo. D. Woodman of Toledo, O., died recently on his ranch near Morrill, Neb., at the ripe old age of 85 active years.

John D. MacMillan, Jr., president of Cargill, Inc., announced June 23 that his company has withdrawn its notice to terminate its lease of the Northwestern Elevator and will renew the lease on the 10,500,000 bu. house July 1.

Robert Burrows and Thomas J. Friel have been appointed to fill the two vacancies in the Board of Trade directory caused by the resignation of John G. McCarthy and the death of Charles V. Essroger, the latter treasurer of the Exchange.

Gerstenberg & Co., grain receivers, have engaged in the shipping business thru the Standard Elvtr. at Hammond, Ind., on the Indiana Harbor and Pennsylvania Railroads. The plant, a steel and concrete house of 400,000 bus. capacity, has stood idle for a few years, the Norris Grain Co., owner, having ample capacity elsewhere. Before being taken over by Gerstenberg & Co. the house had been operated by the Norris Grain Co., and E. R. Bacon.

Contract has been let for the 1,000,00-bu. soybean Glidden Co. elevator to Macdonald Engineering Co. The new plant will be erected on the company's ground at 1846-52 North Laramie Ave., along the Milwaukee Railroad tracks. The elevator, of concrete construction, with head house, will have two 1,500-bu. track hoppers; one 12,000-bu. receiving leg with 2,500-bu. hopper scale; one 4,000-bu. house leg with automatic scale; 500-bu. per hr. drier; provision for future truck dump; a very complete dust collecting system and Zeleny system throughout, and a belt conveyor system for carrying beans to and from the existing plant across Laramie Ave.

The Chesapeake & Ohio Railroad will begin construction at once of facilities costing nearly \$1,000,000 to replace the elevators destroyed in the fire and explosion in May at 102d St. and the Calumet River, which claimed the loss of nine lives and destroyed property valued at several millions of dollars. The John S. Metcalf Co. is handling the project. The elevators will be built of steel and concrete, with 36 cylindrical tanks, each 110 ft. tall, and with a combined storage capacity of 2,800,000 bus. An elaborate dust collection system has been designed in an effort to eliminate the hazards of dust explosions. A car dumper is included. Rosenbaum Bros., which leased the elevators destroyed, are lessees of the new plants.

#### INDIANA

Medford, Ind.—The A. K. Murray elevator is installing a new electric truck hoist.—A. E. L.

Oakville, Ind.—The Farmers Elvtr. Co. has installed a new Fairbanks 20-ton Truck Scale.—A. E. L.

North Manchester, Ind.—Clay Syler is painting all buildings of his local plant with aluminum paint trimmed in grey.

Ladoga, Ind.—Charles T. Webster, 70, for many years engaged in the grain and milling business here, died recently.—W. B. C.

Bremen, Ind.—Brewer's Mills recently bought a revolving screen cleaner and boot sheller and feeder from the Sidney Grain Machinery Co.

Fort Wayne, Ind.—Moellering's Flour Mill is building a new one-story addition which will be the new office. This will permit using old office space for mill room.—A. E. L.

Tell City, Ind.—Officers of the Tell City Flour Mills have been elected as follows: Charles A. Rode, president and general mgr.; Joe A. Dosch, vice-pres.; Winfield Partridge, sec'y. and treas.—W. B. C.

Montpelier, Ind.—Claude G. Johnson has bought the coal and feed business from Oliver H. Risinger. Brant Shinn will manage it. The new firm will be known as the Johnson Grain & Supply Co.

Otterbein, Ind.—The Otterbein Elvtr. Co. has taken down its East elevator and grain will be handled in the West elevator, which is being enlarged. Rich, Johnson & McDowell are owners of the company.

Kendallville, Ind.—The delayed news of the death of J. C. Fetter of Campbell & Co. last November comes as a shock to many of his business acquaintances thruout the trade who had no previous knowledge of his passing.

Packerton (Claypool R. F. D.), Ind.—The Farmer Elvtr. Co.'s new elevator, built to replace the one burned several months ago, has been completed and is now in operation. New up-to-date machinery has been installed. Earl Beigh is the manager.

Plymouth, Ind.—The Marshall County Farm Buro Co-operative will remodel the old Farmers Feed Mill at a cost of about \$15,000 and put it in operation. The company also will construct an addition to the mill for a hatchery and office.

Ft. Wayne, Ind.—Work has started on a new addition to Allied Mills, Inc., local plant. The addition, to be of brick and fireproof cement, will include two stories and basement, 45 x 50 ft. The Theodore H. Buesching Const. Co. was awarded the contract.—A. E. L.

Huntington, Ind.—Lawrence Brown and Mrs. R. A. Brown, owners of the Huntington Milling Co. whose building was destroyed by fire recently, are considering rebuilding on the same site. If a new mill is constructed it will be of concrete and steel and smaller than the old mill.

St. Joe, Ind.—The local grain elevator will be sold at public auction here on July 6. The property is being sold by order of the DeKalb circuit court in the suit of the Lincoln National Bank & Trust Co. of Ft. Wayne vs. Chester J. Nathan, Leonore N. Nathan and Benjamin Levy..

Ade (Brook R. F. D.), Ind.—Fire destroyed the Ade Co-operative Elvtr. Co.'s elevator and approximately 400 bus. of grain June 12. The blaze is believed to have started from a spark from a cob burner. It was the third time the elevator, now managed by Ferd Nail, had been destroyed by fire.

Kokomo, Ind.—Hal Thompson, president of the Kokomo District of the Indiana Grain Dealers Ass'n has announced a meeting to be held at the Courtland Hotel July 3. All grain dealers and millers in the district are invited to attend when problems common to all grain trade will be discussed. The group held a similar meeting June 26.

Kentland, Ind.—The Harlan Grain Co.'s elevator, in process of being taken down for the purpose of remodeling, was in the path of the tornado that visited this community the afternoon of June 10, and was moved somewhat, its roof lifted and scattered in fragments about the town, and the rest of the structure left "leaning" several inches to the north. The cob house and old engine house were all but wholly wrecked and the south wall of the Harlan coal shed was "caved in."

Indianapolis, Ind.—Officers elected by the Indianapolis Board of Trade recently were as follows: George L. Denny, pres.; Edwin K. Sheperd, vice-pres.; Albert O. Deluse, treas. Elected to serve on the governing com'te: for four years, Harry J. Berry, Irving W. Lemaux, W. L. Evans, A. D. Hitz, Reily Gardner, George L. Glossbrenner, Linton A. Cox and Carl F. Walk; for three years, John A. Reis, Fred Hoke and Clarence J. Hill, and for one year, E. R. Baltzell and Murray H. Morris. Mr. Denny has served on the board of governors since 1931.

Greensburg, Ind.—A grain grading school and group conference for grain dealers and millers in the territory adjacent to Greensburg has been planned for Friday, June 30, at 2:00 p.m. in the basement of the local Y. M. C. A. building. Everyone is invited to attend. We hope that other districts in the northern part of the State and elsewhere will hold similar group meetings to discuss problems that always come up at harvest time. This office will be glad to get out notices of these meetings for any group upon request, and we will endeavor to attend as many of these group meetings as possible. Sections not organized are urged to do so and arrange a local meeting where common problems can be discussed. Determine to make a legitimate profit on the grain that goes thru your elevator.—Fred K. Sale, sec'y, Indiana Grain Dealers Ass'n.

#### IOWA

Boone, Ia.—The Farmers Elvtr. Co. recently installed new Calumet Cups in its local plant.

Charles City, Ia.—Elmer Sutton of Waterloo is the new manager of the L. C. Bolson Feed Co.

Riverside, Ia.—The Piper Grain & Milling Co. will build a 50,000-bu. addition to its storage plant.

Aurelia, Ia.—The Farmers Elvtr. Co. recently installed two Clow-Winter Direct Connected Geared Head Drives.

Cedar Rapids, Ia.—Fred C. Jones, licensed grain inspector, spoke before the Triton Club here the evening of June 14.

## STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL.

SPRINGFIELD, O.

ST. JOSEPH, MO.

NEW YORK, N. Y.

MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Consignments and Future Orders Solicited

Jefferson, Ia.—The Jefferson Grain & Feed Co. has moved to quarters at the Culter & Elvin Implement Co.'s location.

Elkader, Ia.—W. B. Fessbinder has purchased the L. C. Length ice house and is remodeling it for feed grinding and mixing.

Burt, Ia.—The Burt Co-operative Elevator has been incorporated, capital stock, \$25,000. P. F. Kriethe is president of the company.

Dysart, Ia.—Stockholders of the Tama-Benton Grain Co. have voted to continue the business. A dissolution motion was defeated by a vote of 53 to 24.

McIntire, Ia.—The Cargill, Inc., elevator will close for the summer July 1 and the manager, Mr. Ridholm, will spend his vacation with relatives in St. Paul, Minn.

Thompson, Ia.—The Farmers Elevator has installed a new feed mixer, to be used in custom feed mixing as well as in mixing its own brand of poultry and stock feeds.

Dolliver, Ia.—Gerald C. Stow, who is associated with his father in the grain and coal business here, and Miss Mildred Smith of Van Horne, were married June 20.

Cedar Rapids, Ia.—E. S. Cobb, who died at Glendale, Cal., last month, was formerly Iowa state manager of the William Kelly Milling Co. and lived here 35 years.—L. A. G.

Sioux City, Ia.—Charles A. Partridge, 65, died May 12 at his home here. He had been employed by the Flanley Grain Co. for years, until he became ill a year ago.—L. A. G.

Iowa Falls, Ia.—D. D. Alderdyce has purchased the Union Terminal Warehouse and opened a feed store there. He will have the Honeyfeed Products agency for north central Iowa.

Union, Ia.—On June 3rd, a new grain man (8½ lbs.) arrived at the G. E. Johnson (Johnson & Bartine) home. Father reports he acts like a grain dealer already.—Art Torkelson.

Randall, Ia.—The Farmers Elvtr. Co. recently installed a new head drive and motor, new belt with hi-speed buckets. M. Peterson is the manager.—Art Torkelson, with Lamson Bros. & Co.

Burt, Ia.—Laurence Gardner, formerly of Boone, is manager of the Burt Co-operative Elevator, and Floyd Stott is second man. The company will specialize in grinding and mixing feeds.

Stanhope, Ia.—The Farmers Elvtr. & Livestock Co. has moved its old office building east of its former location, to make room for construction of a new office and installation of a new scale.

Gowrie, Ia.—The cupola has been removed from the old grain elevator owned years ago by P. J. Harvey and later by J. A. Pirie. The Johnson Lumber Co. now uses the building for lumber storage.

Clinton, Ia.—Two 14 inch No. 2 Gerber Radial Distributors with funnels and indicator wheels will be installed in the elevator now under construction for the Continental Grain Co. by the John S. Metcalf Co.

Killduff, Ia.—R. C. Fleck, local grain man, was host to a group of farmers recently, who toured his farm south of town to see the soil erosion and conservation work. Mr. Fleck has an extensive plan under way.—A. G. T.

Berkley, Ia.—I have been out of the grain business here for the past year as the M. & St. L. Railroad has abandoned this branch of its line, and have sold my elevator to a farmer to be used for storage.—Floyd W. Peterson.

Tama, Ia.—Joseph V. Simek, 73, who operated grain elevators here and at Gladstone for many years until his retirement from business in 1918 because of ill health and for more than 30 years was Gladstone postmaster, died June 19.

Whittemore, Ia.—The Whittemore Elvtr. Co. is repairing its elevator. Starting June 19, for about 10 days, Mgr. G. L. Benschoter has announced that grain will not be handled at the elevator while the improvements are being made.

Pella, Ia.—Klyn Bros. have purchased a new electrically driven hammer mill to be used in custom grinding as well as in grinding their own feeds. A mixing machine was installed recently. The firm is an authorized Purina mixing station.

Middletown, Ia.—Carl W. Smith has resigned as manager of the Middletown Co-operative Elvtr. Co.'s local plant, effective in July, and Roy Fox, ass't manager, has been promoted to the position. Clayton Thomann was named ass't manager.

Buckingham, Ia.—Buckingham Grain Co. recently held its annual meeting when a 12% dividend was declared for members. All officers were re-elected. Geo. Beenken was re-appointed manager.—Art Torkelson, with Lamson Bros. & Co.

Sioux City, Ia.—Mineral Research, Inc., has been organized to manufacture and sell chemical and mineral mixtures, fruit, livestock feeds, fertilizers, dairy products, etc. Capital stock is \$10,000; incorporators, Henry H. Burdick, pres.; M. Young, sec'y-treas.

Cora (Fonda p. o.), Ia.—The Cora Elevator has been leased by the Iowa Grain Co. of Cedar Rapids, owned by Rice Bros. The new firm will open for business July 1 following improvement of the plant. A new office will be built and a new scale installed.

Eldora, Ia.—The elevator near the Northwestern railroad tracks which formerly belonged to the Eldora Grain Co., and has been unused since 1934, has been sold to Charles Stone of Waterloo, who is dismantling the building. The machinery has been sold.

Halbur, Ia.—The Farmers Elvtr. Co. held its annual get-together party at Halbur Hall the evening of June 13. Entertainment was furnished by a Hawaiian group followed by a moving picture and short talks. Prizes were awarded after which dancing was enjoyed.

Dubuque, Ia.—A special com'te of the Chamber of Commerce conferred June 16 with representatives from a construction company in regard to ways and means of constructing a grain elevator here. An elevator has been discussed in Dubuque for several years, but no action was ever taken.

Prairie City, Ia.—The Farmers Elvtr. Co. is remodeling and repairing its office building, covering the front of the building with sheetiron and installing new windows and doors; and some plastering yet to be done. F. Booker, who is manager, was confined at home with a wrenched hip, but is coming along fine.—"Art" Torkelson.

Des Moines, Ia.—Construction has begun on Swift & Co.'s soybean mill and present plans are to have it ready to process beans sometime in September. The first unit of the mill will be 14 reinforced concrete tanks 24 ft. in diameter and 90 ft. deep, contract for which has been let to the Jas. Stewart Corp. Cost of the mill estimated approximately \$300,000—capacity 400,000 bu.—A. G. T.

Hinton, Ia.—A 20,000 bu. annex is being built for the Farmers Co-operative Co. by the T. E. Ibberson Co. This annex will be divided into six bins and will be iron clad and set on a concrete slab. Facilities have been provided for conveying grain to and from the annex, using motor power for same. The elevator was repaired extensively.

Jewell, Ia.—The Jewell Farmers Elvtr. Co.'s new elevator will be completed and ready to begin taking in grain by June 21 according to an announcement made by its manager, A. E. Kalseim. The new building has a capacity of about 24,000 bus. of grain and is modernly equipped thruout. It is built of wood covered with sheet iron, on a reinforced concrete foundation.

Shelby, Ia.—Dow, Hale & Lerigo, Inc., has completed remodeling its local elevator. The north pit and leg has been eliminated and a conveyor 40 ft. in length set in from the north to the south leg; thus, now one leg is taking care of the entire building. The conveyor runs under the elevator and the bins that feed it are flat bottom. A new car loading spout was installed and an unloading conveyor built.

Harlan, Ia.—L. H. Rasmussen, 66, owner of the Harlan City Roller Mills and vice-pres. of the Nebraska Millers Ass'n, died of a heart attack June 16. Mr. Rasmussen came to Harlan 40 years ago and entered the milling business with his father, C. C. Rasmussen, who was associated with him until his death in 1937. Prior to coming to Harlan Mr. Rasmussen operated mills at Dannebrog and Blair, Neb.

Dows, Ia.—The Farmers Grain & Lumber Co. will build an annex to the south end of its elevator, to include storage and retail rooms and a mixing floor where a new mixer will be installed for use in custom mixing and other equipment will consist of overhead bins for feed storage, to which spouts will be connected for the convenience in sacking. Work has started on the improvement which is to be completed early in July.

LeMars, Ia.—John DenHartog, who operates elevators at Seney and Sanborn, Ia., has purchased the concrete elevator here last operated by the Plymouth Milling Co. He plans immediate replacement of deteriorated equipment and will have the elevator in operation in time for small grain marketing.

Eldora, Ia.—Beecher Crosley has purchased George Potgeter Co.'s local store and will operate it in the future as the Crosley Farm Store. He is installing a feed mixer and will carry a full line of mixed feeds. Mr. Crosley has served as manager of the store for the last nine years. Mr. Potgeter now operates elevators and lumber yards at Steamboat Rock and Wellsburg. He will spend his time between the two businesses. Carl Clemons will continue as assistant manager at the local store under the new owner.

Kingsley, Ia.—The Farmers Elvtr. Co. at this point awarded contract to the T. E. Ibberson Co. for the erection of a complete new feed mill building, fitted with an oat huller, a new Strong-Scott Attrition Mill, two 30 h.p. motors, a one-ton Strong-Scott Mixer, corn cutter and grader equipment. Fifteen bins will be provided in the mill building, leg equipment for transfer to and from the bins, special ground feed and bulking bins and a new driveway. Ibberson Special Feed Mill Valve Fittings will be used and the whole structure will be covered with galvanized iron. This will be operated in connection with the owner's present elevator.

Marshalltown, Ia.—A motion by the defendant for a discharge of garnishment and release of funds made in the case of the Fidelity & Deposit Co. of Maryland vs. H. P. Seward Grain Co., and granted by Judge B. O. Tankersley in the district court here July 30, 1938, has been sustained by the supreme court. The Maryland Co. sued Seward company on Feb. 21, 1938, asking judgment for \$6,753.61 on a note and tying up funds of \$1,701.73 which Seward had on deposit in a local bank. The defendant filed the motion to discharge the garnishment, claiming that the funds really belonged to the customers of the grain firm and were held in trust. Seward also filed for a counter claim for \$2,000 actual damages and \$5,000 exemplary damages. The plaintiff appealed from Judge Tankersley's decision on the motion.

Marshall, Ia.—E. F. Froning of Liscomb, long in the grain business there and at Union, will enter the grain business here having disposed of his grain and feed interests in the two towns to his sons-in-law and the lumber business to Denniston & Partridge of Newton. Some time ago he bought a membership in the Chicago Board of Trade and will act as a local correspondent for Farroll Bros., Chicago and New York. He has opened offices on East Main St. and has a leased market wire.

Des Moines, Ia.—Corn shellers and feed mills mounted on motor vehicles must bear special licenses beginning July 1 the state department of public safety has announced. Originally required to be licensed, the corn sheller and feed mills obtained an exemption last year, under a ruling handed down by the supreme court. The last legislation, however, amended the law to eliminate the exemption and to require a \$15 annual license for corn shellers and a \$25 annual license for feed mills. Notice has been issued by the supt. of motor vehicle registration division that licenses for the two types of vehicle will be issued for the remainder of the year 1939 at one-half the annual rate.—A. G. T.

## KANSAS

Chapman, Kan.—The Poor Grain Co. recently installed a new 15-ton scale.

Belpre, Kan.—Ira Rankin is the new manager of the Koelsch Grain Co. here.

Missler (Meade p. o.), Kan.—B. C. Christopher & Co. have leased the Roy Twist elevator.

Marietta, Kan.—The Marietta Stock & Grain Co. is making extensive repairs on its plant.

Castleton, Kan.—Ralph Duncan has been appointed manager of the Security Elvtr. Co.'s local plant.

Holton, Kan.—The Rock Island Elvtr. Co. is having the Ernest Engineering Co. install a new Kewanee overhead truck lift.

Baker, Kan.—Derby Grain Co. has had Ernest Engineering Co. install a new Kewanee Overhead Truck Lift in its local elevator.

Hopewell, Kan.—William Hamilton is local manager for the Craig Grain Co. at the elevator recently purchased by the latter from the Huff Grain Co.

Dundee, Kan.—The American State Bank has sold the John Law Elevator to the Midwest Grain Co. of Hutchinson who has opened the elevator.

Olathe, Kan.—L. F. Beatty, who had charge of the Christopher Grain Co.'s elevator at Willsonville, has been transferred to the company's elevator here.

Alida, Kan.—The Farmers Co-operative Elvtr. Co. is installing a new 20-ton Fairbanks Dial Scale, with 34-ft. concrete deck. Archie Heintz is manager of the company.

Lawrence, Kan.—General offices of the Bowersock Mill & Power Co. have been moved into newly air-conditioned quarters on the first floor of the building it occupies.

St. Paul, Kan.—Ed O'Bryan has purchased the Farmers Union Elevator here. This elevator, which has been closed for some time, will probably be opened by the new owner.

Hutchinson, Kan.—The C. D. Jennings Grain Co. has bought the membership of the deceased L. H. Pettit in the Hutchinson Board of Trade, in the name of Homer C. Jennings.

Meriden, Kan.—Extensive repairs which will include some machinery are being made to the elevator of the Farmers Union Co-operative Ass'n by the Ernest Engineering Co.

Herington, Kan.—The Continental Grain Co. of Kansas City, Mo., has purchased the Herington Grain Co. from R. O. Clark. George Haefner will continue as manager.

Ensign, Kan.—Fred Vance, manager of the Pettit Grain Co. elevator at Belpre, recently purchased by the Koelsch Grain Co., has been employed by the Security Elevators and will work here.

Coffeyville, Kan.—The Casement Grain Co. is constructing a grain elevator, to have a 7,000-bu. capacity and contain six bins. The elevator will be 16 x 20 ft. and 45 ft. in height. A 30-ton truck scale with 34 ft. platform will be installed.

Lindsborg, Kan.—The Farmers Union Elvtr. Co. has completed installation of a retail gasoline and oil service station, of clever design and especially well placed in relation to the company's elevator office. David Train is manager of the elevator.

Centerville, Kan.—Gilbert O'Neil is local manager at the Craig Grain Co.'s local elevator, formerly owned by the Huff Grain Co. The elevator is being improved with construction of a new iron-clad roof and installation of a new 15-ton truck scale.

Kansas windstorms damaged property in June of the following grain companies: Consolidated Flour Mills Co., Alameda; A. L. Flook Grain Co., Galva; William Kelly Milling Co., Hutchinson; Public Terminal Elvtr. Co., Wichita; Kansas Milling Co., Wichita; F. H. and V. H. Kellogg, Wichita.

Gerlane, Kan.—The Larabee Mills Co.'s 15,000-bu. elevator burned last month, making salvage grain out of 12,000 bus. of wheat, when a housing over a shaft passing thru a bin broke down, and the broken wood housing rubbed on the shaft to smolder and burst into flame.

Salina, Kan.—Albert F. Pyle was elected president of the Salina Board of Trade at its annual election June 13. J. D. Tinklepaugh was chosen vice-pres.; directors: R. W. McGeary, E. L. Rickel, E. C. Wyatt, Ed Morgenstern, Jay J. Owens. Mr. Pyle was formerly vice-pres. R. A. Wallace is sec'y of the Exchange.

Farmington, Kan.—The Farmington Elevator, idle for the last two years, has been purchased by the Continental Grain Co. and will be ready for operation by the time the wheat crop is ready for market. Fred Wolf, of Denton, had owned the elevator for the last six years. John Crosswhite has the contract for remodeling the plant.

Junction City, Kan.—The Hogan Milling Co. has installed a new truck scale with registering beam and 34x9-ft. concrete platform. A new concrete pit has been constructed and new cement approaches to the scale platform have been laid. To facilitate service at the plant a new electric grain truck has been installed with platform of equal size.

Hutchinson, Kan.—The 500,000-bus. addition to the C. D. Jennings Grain Co. terminal elevator, bringing its total capacity to 2,000,000 bus., is practically completed. The only machinery required for this extension of tanks and interstice bins was extension of the conveyor belts at top and bottom. Provision was made for later installation of a Zeleny thermometer system.

Hutchinson, Kan.—The Kansas Grain, Feed & Seed Dealers Ass'n is putting out notices of penalties for selling grain on which a lien exists—quoting the laws—printed in black bold-faced type on white placards, for posting in elevator offices thruout the state. A copy of these lien laws was printed by the Journals at the bottom of page 499 of the June 14 issue. The importance of a grain dealer exercising the utmost caution in familiarizing himself with the status of the grain he buys can not be over-emphasized, and the Ass'n is to be commended in its alert activities to protect its members in this respect by distribution of these warning cards.

Delphos, Kan.—The Lord Grain Co. on June 10 held a celebration here commemorating its 60th year in business in Delphos, the location of the company's first elevator founded in 1879 by the late C. W. Lord. In 1903 he established a mill at Wamego, Kan., which he sold later. In 1922 T. B. Lord, a son, established an elevator at Emporia, Kan. The present management of the company has extended its holdings, now owning elevators here, at Emporia and at Hartford, and loading dumps at Wiggan and Wycoff. The management now consists of Ted Lord, Richard Lord, Philip Lord, grandsons and sons of the late C. W. Lord and sons of the late T. B. Lord. C. L. Cain is Delphos manager, Otis Courtney, ass't mgr. Emporia, and Ray Rigenbach, manager at Hartford. Guests at the celebration numbered residents in and around Delphos to whom ice cream was served during the day, and for whom a free motion picture show provided entertainment during the evening.

Topeka, Kan.—Louis E. Howard, who has been actively associated with the management of the Derby Grain Co. for 11 years, has been made a full partner in the business. Other partners are F. A. Derby and Mrs. F. A. Derby.

Junction City, Kan.—Tyco Mills is constructing a 60,000-bu. elevator, to be completed by July 1. The new 90-ft. high plant will be electrically operated. All new equipment will be installed; the leg will have a handling capacity of 5,000 bus. per hour according to Manager Charles Hall. A 20-ton automatic registering scale was added to the mill last year.

Lucas, Kan.—The Shellabarger Mill & Elvtr. Co. closed its local elevator May 19. Godfrey Lundgrin, manager, stated the conditions of the wheat crop do not justify the operation of the elevator for the summer and coming winter. Mr. Lundgrin will operate a combine in the wheat fields of Oklahoma during the coming harvest. Mr. Lundgrin and Miss Lora Allsbury of Glasco were married May 6.

## KENTUCKY

Lexington, Ky.—The J. E. M. Milling Co. has amended its articles of incorporation. J. A. Goodwin is president of the concern.

La Center, Ky.—Hinkle & Jones are rebuilding the part of their granary and corn shelling plant that was destroyed by fire several weeks ago. New machinery will be installed.

Jamestown, Ky.—Barnes Bros. are overhauling the local roller mill formerly operated by B. E. Foley, preparatory to an early opening for business. New machinery including a feed mill and corn mill has been installed.

## LOUISIANA

Rushton, La.—The Stephens-Martin Flour & Feed Store has been opened for business.

## MARYLAND

Liberty Grove, Md.—The flour mill owned by Martin J. Stively was destroyed by fire June 3. The blaze was caused by spontaneous combustion.

## MICHIGAN

Birch Run, Mich.—Chas. Wolohan, Inc., sustained a small loss from high winds June 7.

Yale, Mich.—Ten 100-lb. bags of beans were stolen from a car being loaded at the Yale Elvtr. Co. elevator the night of June 12.

Venice Center (Corunna p. o.), Mich.—Clark Paine, who recently resigned his position with the Vernon elevator, has accepted one with the Bean Foundation. The latter company recently installed new equipment.

Detroit, Mich.—A. K. Zinn & Co. held its annual picnic June 10 at Gull Lake, near Kalamazoo. Battle Creek and Detroit offices of the company were closed for the day and more than 100 persons joined in the outing.

Ionia, Mich.—Lewis H. Hale, 78, a partner in the management of the Jonathan Hale & Sons mill with his son, Laurence L. Hale, passed away suddenly of a heart attack at his home June 13. The deceased was a son of the founder of the Hale mill. Born in Rochester, in 1866 he moved to Lyons with his father who started the old Gothic mill there. In 1896 he and his brother, Elmer, purchased his uncle's interest and the firm became known as Jonathan Hale & Sons. In 1902 the concern erected a grain elevator in Ionia and in 1915 built its present modern plant. Under the direction of the deceased following the purchase of the uncle's share in the business, the company established connections in Maine, New Hampshire, Vermont, Massachusetts, and New York, establishing trade with England and the Maritime Provinces. Mr. Hale was active in civic affairs also, and was a former president of the Michigan Millers Ass'n. He is survived by his son, Laurence.

**Seoular-Bishop Grain Co.**

**GRAIN MERCHANTS**

**KANSAS CITY WICHITA OMAHA**

**Official Brown-Duvel**  
**MOISTURE TESTERS**  
**Tag Heppenstall Moisture Meters**  
and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.  
**HARRY B. OLSON** 211 W. Wacker Drive  
CHICAGO, ILL.

Mt. Pleasant, Mich.—The Isabella County Farmers Grain Co. reported damages sustained as the result of high winds June 7.

Jerome, Mich.—The old grain elevator formerly owned by Leon Walworth has been taken down and the lumber hauled away.

Detroit, Mich.—The H. W. Rickel & Co. has let the contract to the Burrell Engineering & Const. Co., for a complete concrete malt house and barley handling plant with 360,000 bus. storage tanks and head house.

Waldron, Mich.—The Razor Milling Co. mill, operated here for over a year by Court Razor & Sons, has been sold to Harry Groff of Evansport, O. He will discontinue the grinding business at the local mill, handling ready mixed feeds, and will confine his efforts to milling flour. The business will operate as the Waldron Milling Co.

## MINNESOTA

Adrian, Minn.—The Farmers Elvtr. Co. has installed a 20-ton Fairbanks Dump Scale.

Clara City, Minn.—The Miller Elvtr. Co. has installed new Atlas Belting and Calumet cups.

Starbuck, Minn.—Fire destroyed the Starbuck mill operated by Otto Toning, who has owned it for the past three years.

Wolverton, Minn.—L. H. Jacobson, formerly of Madison, has accepted a position as manager of the local Farmers Elevator.

Little Falls, Minn.—H. L. Rethmeier has disposed of his financial interest in the Little Falls Mill & Mercantile Co. to Keith Tanner.

Alden, Minn.—The Morin Alfalfa Mills opened for the season May 31 and is running day and night. The mill is producing a new product this year.

Bellingham, Minn.—The Farmers Elvtr. Co. recently installed a Howell Perfection Feeder, Scalper and Magnetic Separator at their local plant.

Lake City, Minn.—F. J. Page, who has been manager of the Farmers Elevator here for the past year, has moved, with his family, to Jackson, Minn.

Mankato, Minn.—A fire of incendiary origin recently caused slight damage to the C. A. Nachbar Co.'s grain elevator at the foot of Minnesota street.

Balaton, Minn.—Albert Miller has bought the Giese Elevator, operated for more than 20 years by the late Paul W. Giese. Mr. Miller took possession May 15.

Lake City, Minn.—J. H. Roschen, bookkeeper at the Farmers Elvtr. Co. for several years, has been elected manager to succeed F. J. Page, who recently resigned.

Duluth, Minn.—Edward H. Russell, Minneapolis, connected with the Minnesota Linseed Oil Paint Co., has been elected a member of the Duluth Board of Trade.

Regal, Minn.—O. D. Smith of Wahpeton, N. D., is the new grain buyer at the local grain elevator, succeeding Mr. Roberts, who has moved to Paynesville.

Henderson, Minn.—The elevator at East Henderson has been re-opened for business as the National Atlas Elevator, under the control of National Atlas Elevators with W. J. Orchard as manager.

Windstorm damage was reported by the following Minnesota grain firms recently: E. J. Houle Co., Forest Lake; Hastings Farmers Co-op. Elvtr. Co., Hastings; Capital Flour Mills, Inc., St. Paul; Teske Coal & Feed Co., Chaska.

Sanborn, Minn.—The Duley Feed Mill, owned and operated by Duley Bros. for the last 22 years, has been sold to Leo Fox who took charge of the business June 1. The new owner had been employed at the mill for the past few months.

Minneapolis, Minn.—At the joint meeting of the state Board of Grain Appeals of Minneapolis and Duluth, held here June 21, W. O. Torgerson was appointed chairman and A. C. Sulerud sec'y of the Duluth office. No changes were made in the grades of grain, flaxseed, speltz, etc.—F.G.C.

Brainerd, Minn.—The Farm Service Co-op. Store is building a warehouse and feed mill adjoining its property. T. E. Ibberson Co. has the contract. The warehouse will be a one-story structure, brick walls and reinforced concrete foundation; the mill will be a three-story structure, with brick veneer first story.

Fairmont, Minn.—The Rippe Grain & Milling Co. is constructing a 40x38-ft. addition to its elevator. An old scale house near the elevator will be removed. When the new structure is complete the old Rippe mill will be razed and the mill site used for the construction of a modern store building.

Doran, Minn.—The Kent-Doran Grain Co. has awarded contract to the T. E. Ibberson Co. for the erection of a 25,000-bu. grain annex to be built adjacent to the present elevator which it now is operating. Motor power will be used on the equipment in the annex. This building will be iron clad and work will be started at once.

Grand Rapids, Minn.—E. C. Mornes, formerly with the Pillsbury Flour Mills Co., has leased the warehouse building now under construction by Dr. H. E. Binet on Second St., and with his son, Arthur, will conduct a retail and wholesale flour and feed business there. Machinery will be installed for grinding and mixing local grains.

**N**O SESSION of Grain Exchanges July 4th - Independence Day - we celebrate. And it's fitting and proper. Our country is still in the morning of its greatest glory. Its history is the path of the just. We're proud of its heroic leaders - proud of its Flag - the symbol of liberty and glory wherever men toil and dream. So let's pledge anew our allegiance to the Flag and to the Republic for which it stands.

**LOWELL HOIT & CO.**

Welcome, Minn.—The Farmers Elvtr. Co. recently equipped its driveway with a set of Howell Sectional Steel Dump Grates.

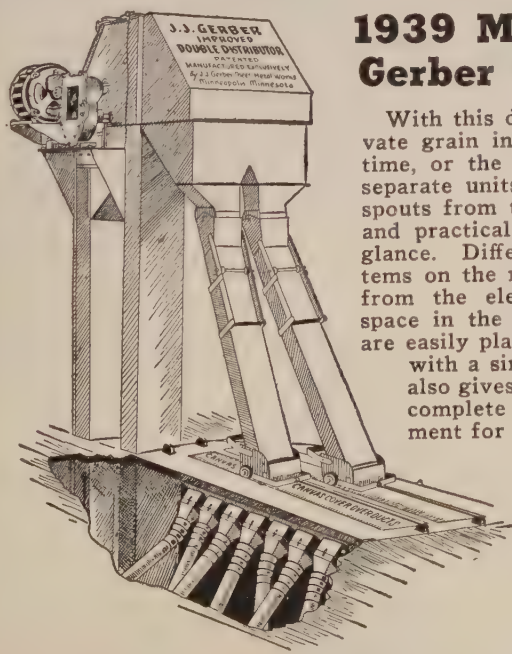
Ada, Minn.—The Ada Elevator Co. is repairing and remodeling its local elevator. A new scale will be installed, new driveways built, an 8-ft. extension built on the top section, together with many alterations in the interior of the elevator.

Minneapolis, Minn.—Verne Geiger, of the Geiger Grain Co., St. Joseph, Mo., carried off the honors at the annual golf tournament of the Minneapolis Grain Shippers Ass'n June 19, with a low gross of 76. Runners-up were Lewis L. Crosby, with a score of 77, and C. E. Swanson, with a score of 79, both of whom are salesmen for Cargill, Inc.

Mahnomen, Minn.—The newly formed Farmers Co-operative Elvtr. Ass'n will make negotiations to build a new elevator here in the event neither of the two local houses can be purchased at a suitable price. Ed Schwarrock, Chas. Sommers, and E. C. Hoffman made a recent trip to Winger for the purpose of looking over estimates of a new elevator to be constructed there.

Ashby, Minn.—The new 30,000-bu. elevator has been completed at this station for the Ashby Farmers Co-operative Elvtr. Co. by the T. E. Ibberson Co. It is equipped with 19 bins and two legs. Motor power is used throughout the plant. A Richardson Automatic Scale was installed for shipping and a 20 duct New Style Gerber Double Distributor was used on the two legs in the building. A Strong-Scott Manlift was used for giving access from the work floor to the cupola floor. The whole structure sets on a concrete slab foundation and the building is covered with galvanized iron. For receiving purposes a 26 ft., 20-ton scale, fitted with an air dump, was installed in the driveway.

St. Paul, Minn.—Notice of a meeting to be held in St. Paul, July 12, has been sent to stockholders of the Consolidated Elvtr. Co. by G. H. Spencer, pres., and J. H. Deighton, sec'y, for considering the first step in re-incorporating. The company has been operating under the laws of the state of West Virginia, which is to be discontinued and under proposed plans it is expected that new articles will be filed in Minnesota. The Consolidated Elvtr. Co., one of the oldest and larger elevator concerns, was established in 1894 from the original Lake Superior and Union Elvtr. Cos. Two of its oldest structures were wrecked several years ago and the company now operates six houses with a total capacity of 8,200,000 bus.—F.G.C.



## 1939 Model Improved Gerber Double Distributor

With this device both legs can be used to elevate grain into a single bin or car at the same time, or the individual legs can be operated as separate units. It eliminates a complete set of spouts from the distributor to the bins. Simple and practical . . . its value is appreciated at a glance. Different from kindred distributing systems on the market, it operates horizontally out from the elevator's legs, occupying a narrow space in the cupola, and the telescoping spouts are easily placed in position from the work floor with a single movement of a windlass, which also gives the bin position. It is manufactured complete with all necessary operating equipment for any desired elevating capacity.

Also made for single, triple and four stands of elevator legs.

Write for Catalog H-1

**J. J. Gerber Sheet Metal Works**

Minneapolis, - - - Minn.

Boyd, Minn.—The St. Anthony & Dakota Elvtr. Co. has purchased the Pacific Grain Co. elevator property in Boyd and took immediate possession. M. W. Christensen, elevator agent here for several years, will be in charge of the two local units owned by the purchasers. The sale by the Pacific company terminates locally the service of their agent, F. L. Davis.

Winger, Minn.—The new 40,000-bu. grain elevator being built here for the Farmers Co-operative Co. by the T. E. Ibberson Co., will have a slab foundation and will be covered with galvanized iron. The building will be divided into 19 bins. There will be two legs fitted with 23 duct New Style Gerber Double Distributors. A Richardson Automatic Scale will be provided for service from the leg. The owners' present office will be used in connection with this new structure and a new driveway is being built where a new 20-ton Fairbanks Scale, 28 ft. long, fitted with a new type Howell Dump will be used for receiving purposes. A new dust house will be provided. A cleaner will be operated on the workfloor. To make room for this structure the present elevator is being taken down.

## MISSOURI

St. Marys, Mo.—The St. Marys Mill Co. is installing an electric motor hoist at its elevator.

Jasper, Mo.—The Jasper Farmers Exchange reported a small loss as the result of high winds June 11.

Floyd (Fotosi p. o.), Mo.—The Ray Carrol Grain Growers have leased the elevator from Lake Cain again and will operate this season as in the past.

Dearborn, Mo.—The Edgerton Milling Co.'s new grain elevator, under construction, is being rushed to completion and is expected to be ready for the coming harvest.

Pattonsburg, Mo.—The Pattonsburg Grain & Produce Co. has set Aug. 16, 17 and 18 for the annual picnic. One day will be called Pattonsburg Day and the Commercial Club will have charge of the program on that day.

Pattonsburg, Mo.—We are improving our office by putting celotex on the walls, leaving an air space in the walls which we hope will make it cooler in summer and warmer in winter. Other office improvements are being made. —Henry Green, H. H. Green Mill & Elvtr. Co.

Higginsville, Mo.—Missouri Grain, Feed & Millers Ass'n has held some very interesting group meetings recently, at which subjects of interest to the grain trade were discussed, among them, the varieties of wheat most suitable for different sections, the government loan problem and the federal crop insurance. One meeting was held June 12 at Higginsville, another at Springfield on June 14.—A. H. Meiner-shagen, sec'y.

St. Louis, Mo.—The Barkley Grain Co., operated by Frederick H. Barkley, filed a voluntary petition in bankruptcy, listing assets of \$1,766 and liabilities of \$7,123. The company was prohibited from trading on the Merchants Exchange last October as a result of insolvency.

St. Louis, Mo.—P. C. Knowlton, who served as president of the Merchants Exchange in 1937, on June 15 became associated with the Checkerboard Elvtr. Co., a subsidiary of the Ralston Purina Co., and is in charge of the coarse grain department. Mr. Knowlton announced that the grain house bearing his name discontinued business as of June 15.—P.J.P.

Joplin, Mo.—W. W. Marshall, formerly owner of the Marshall Grain Co. at Kansas City and now president of the Marco Mills, Inc., here, has completed work of rehabilitating the old Brand-Dunwoody Milling Co. at a cost of \$35,000 for production of hard and soft wheat flour. As reported some time ago in the Journals, Marshall purchased the mill from its trustees after selling his Kansas City properties.

Maitland, Mo.—Ray Davis, who purchased the elevator of the Farmers Coal & Grain Co., is having it remodeled by Ernest Engineering Co. The work includes installation of a new 8-bus. Richardson Automatic Scale, a 15-h.p. and two 7½-h.p. Fairbanks-Morse inclosed Motors, a Kewanee Overhead Truck Lift, new legs with Calumet Cups, and two new Birchard Distributors. New pits are being built to make the receiving capacity match the new handling capacity.

Rockport, Mo.—The Norris Grain Co. has leased the Atchison County Grain Growers Ass'n elevators at Rockport, Langdon and Nishnabotna. Frank M. Scott, who has managed these elevators the last several years, may continue at least temporarily in that capacity for the new owners. He is at present looking after the interests of the Peppard Seed Co. of Kansas City, who has considerable acreage of hybrid seed corn planted in Atchison County for the production of seed corn.

St. Joseph, Mo.—Excello Mills Co., a new company, has taken over the plant of the former Excello Feed Milling Co. Principals in the new organization are J. R. W. Johnson, president; E. H. Healy, sec'y-treasurer, both formerly with Ralston-Purina Co. at St. Louis. R. J. Wood, formerly of the W. S. Geiger Commission Co., is the company's traffic manager. Since it was re-opened on Apr. 1, the plant has been rehabilitated, the exterior painted, machinery put in working order. Production of a full line of "Plus Brand" poultry and livestock feeds is under way.

## KANSAS CITY LETTER

J. L. Young has been elected to membership in the Kansas City Board of Trade.

The proposal to re-establish the "to arrive" bidding rule provided for posting of such bids and other regulations connected with this phase of local trade operations was defeated in a vote of 71 against, 36 for, June 19, by members of the Kansas City Board of Trade.

The dust collecting system of the Kansas-Missouri 6,000,000-bu. elevator at Kansas City, now operated by the Continental Grain Co., is being overhauled and modernized. Edwin Ahl-skog has the general contract for all repairs and the Day Co. has the contract for unifying and rejuvenating the dust collecting system.

Roy E. Swenson, second vice-pres. of the Kansas City Board of Trade and in charge of grain buying for the Kansas City and Wichita offices of General Mills, Inc., has been named a vice-pres. of the central division of General Mills, Inc. Mr. Swenson has been with General Mills 23 years and has been in the Kansas City office since it was opened in 1922.

We are pleased to announce the formation of Simonds-Shields-Theis Grain Co., Kansas City, —composed of F. C. Vincent, chairman of the board; Frank A. Theis, pres.; F. J. Fitzpatrick, vice-pres.; F. L. Rosenbury, sec'y-treas.; A. H. Fuhrman and J. L. Young,—which has purchased the business as of July 1, 1939, of Simonds-Shields-Lonsdale Grain Co. In serving the grain and milling industries, our new organization will continue the policies and business relationships that were developed by our predecessors during the last 55 years.—Simonds-Shields-Theis Grain Co.

## MONTANA

Wibaux, Mont.—The Wibaux Co-op. Elvtr. Co. sustained a small property loss in a windstorm recently.

Winifred, Mont.—The Atlantic Elevator is having the Victor Construction Co. overhaul its dump scale and is installing a 76-inch truck dump.

Great Falls, Mont.—The Farmers Co-operative Elvtr. Ass'n of Montana held its annual conference of managers and directors June 22 in Great Falls.

Grassrange, Mont.—The Atlantic Elvtr. Co. is installing a new engine, enlarging the driveway and office, and building retaining walls and dirt fill to replace the old bridge on the exit at its local station. Victor Construction Co. is doing the work.

Hilger, Mont.—The Atlantic Elvtr. Co. is enlarging its driveway, installing a 20-ton 26x9-ft. platform Fairbanks Dump Scale with new 76-inch hoist and erecting retaining walls of dirt-fill for the approach to its elevator at this point. Victor Construction Co. is doing the work.

Brooks, Mont.—The Atlantic Elvtr. Co. is doing considerable remodeling at its local elevator in preparation for the coming season by the installation of a new high speed elevator leg, testing room, addition to the driveway, and two coats of aluminum paint. Victor Construction Co. is doing the work.

Billings, Mont.—The Farmers Union Elvtr. Co. has purchased the William O'Laughlin elevator and is making preparations to handle the new crop. The old elevator equipment is being replaced by a high speed 2,500-bu. capacity elevator leg, new dump, new roof, and considerable other repairs are being made. Victor Construction Co. doing the work.

## NEBRASKA

Alliance, Neb.—The O. M. Kellogg Grain Co. is constructing a new grinding plant and 25,000-bu. storage unit. W. H. Cramer Const. Co. has the contract.

Holmesville, Neb.—Robert Steinmeyer will assist his father and brother in the Holmesville Farmers Elevator this summer. He has been attending the state university.

Fremont, Neb.—The wooden portion of the Fremont Mills plant is being re-sided with asphalt shingles. Harley Thorndike has the contract. Merle Hasson is manager of the mill.

Rushville, Neb.—The Farmers Grain & Supply Co-operative has been organized and will either purchase or construct a 3,000-bu. elevator, a warehouse and a feed mixing plant. The feed mixing will be the major part of the business, it was said.



Russell Grain Co.  
Hilliards, Ohio

## RUSSELL GRAIN CO. ELEVATOR

HILLIARDS, OHIO

has

# HESS

Direct Heat

## DRIER and COOLER

in a Hess Standardized  
Steel Building

They're Profit Makers

## HESS WARMING AND VENTILATING CO.

1211 SO. WESTERN AVENUE  
CHICAGO, ILLINOIS

Phillips, Neb.—The Baker Grain Co. has been sold to W. W. Gallup of Alta, Neb.—Phillips Grain Co.

Wilsonville, Neb.—Vernon Beatty, who had moved to Hendley recently, having taken charge of the Christopher Grain Co.'s elevator there, has been transferred back to Wilsonville by the company following L. F. Beatty's assignment to the company's Olathe elevator.

Lincoln, Neb.—Public grain warehouse permits were issued recently to the following companies by the railway commission: Western Elvtr. & Supply Co., Western; Alma Co-operative Equity Exchange, Alma; John Clausen, Dix; Thelen Grain Co., Wood River; Farmers Union, Ames; Farmers Co-operative Mercantile Co., Scribner, and Orr Bros., Clay Center.

Lincoln, Neb.—Wheat owned by a Nebraskan but stored in a warehouse in another state is subject to tax assessment in Nebraska unless it is shown the grain is permanently located at the other point and has been taxed there, Attorney General Walter Johnson ruled June 17, in response to a query from County Attorney Charles McCarl of McCook. He cited an instance of wheat owned by a Red Willow County resident, but stored in a Kansas City warehouse.

Seward, Neb.—Fire early June 11 destroyed the Seward City Mills at a loss estimated at many thousands of dollars. The fire had gained such headway when discovered that firemen were unable to do much more than protect surrounding buildings. A quantity of feed, flour, two new trucks and machinery, some of the latter only recently installed, were included in the loss. The mill was built in 1893 to replace one built in 1891 that burned. The original mill on the site, built in 1869, collapsed from overloading in 1871, dumping its contents into the Blue River. Carlisle Boyes, a descendant of the original builder, is the present manager. No rebuilding program has been decided upon at this time.

Burrus, Neb.—About 90 grain men held a meeting here the afternoon of June 11 for the purpose of getting acquainted and discussing problems important to the handling of grain. Terminal elevator men were present from Omaha and Kansas City. John Koehler of Geneva presided. The present difference between the market price of wheat and the government loan price recently announced and the method that will have to be followed in handling grain on which farmers wish to take government loans were questions of principal interest that were considered. Earl Manning, who operates the Burrus Elevator, was host on this occasion, ably assisted by Mrs. Manning who served an appetizing lunch.

## NEW YORK

Oneonta, N. Y.—John S. Lauren, president of the Oneonta Feed & Grain Exchange, Inc., died June 9.

Buffalo, N. Y.—Sheldon Lattin, feed jobber, has made application for trading license on the Corn Exchange.

Evans Mills, N. Y.—H. G. Haas & Son Milling Corp. has been organized, to deal in grains, feed, lumber, hardware.

Bliss, N. Y.—Remodeling work on the Bliss Milling Co.'s plant, purchased some time ago by R. B. Cornell Co., has been completed.

Brooklyn, N. Y.—Several thousand bales of hay were destroyed the night of June 14 in the yard of the Borough Hall Hay & Grain Co. here.

## LIBERTY GRAIN BLOWERS

fill cars to capacity without inside scooping in 1½ to 2 hours. Saves expense of scooping labor, and loads more cars per day. Easily moved from place to place. The only thing for loading cars on R.R. spurs. Write for particulars.

Midwest Steel Products Co.  
728 X Delaware, Kansas City, Mo.

## MIDWEST GRAIN BINS

answers your surplus storage problems. 5 sizes, 500 to 2250 Bu. Easy to move or erect. Extra profit also selling bins to your farmer customers who require farm storage. Also steel Corn Crib. Write for particulars.

Midwest Steel Products Co.  
728 X Delaware, Kansas City, Mo.



LeRoy, N. Y.—Fire damaged the new plant of the LeRoy Alfalfa Corp. The blaze broke out in an overheated lot of alfalfa going through the dryer. Employees immediately turned on the sprinkling system and the flames were extinguished in short order. Damage was confined to machinery and equipment.—G. E. T.

New York, N. Y.—Bunn J. VanCott, 83, who had been connected with the New York Produce Exchange for 69 years, died at his home in Bellmore, L. I., June 6. Mr. VanCott was active until a day or so before his death. He had been in charge of the issuance of grain quotations by the Exchange since 1882 and previous to that time reported grain figures for a news bureau.

## NORTH DAKOTA

Minnewaukon, N. D.—The Farmers Union Elevator is installing a new grain cleaner.

Grandin, N. D.—The Farmers Grain Co. has had the T. E. Ibberson Co. install a 24-duct New Style Gerber Double Distributor in its elevator.

Stanley, N. D.—The Farmers Union Co-operative Elvtr. Co. has been admitted to membership in the Farmers Grain Dealers Ass'n of North Dakota.

Edenburg, N. D.—A 24-duct New Style Gerber Double Distributor is being installed in the elevator of the Farmers Co-op. Elvtr. Co. by Hogenson Const. Co.

Calio, N. D.—Emil C. Pfeifle, manager of the Osborne-McMillan Elvtr. Co. for the last four years, resigned recently and has accepted a similar position at Harvey.

Kindred, N. D.—Max Strehlow, manager and a director of the Kindred Farmers Elvtr. Co. for many years, has resigned as director but will continue as manager of the elevator.

Kellogg (Grafton p. o.), N. D.—Albert Thompson, 54, a partner with A. B. and Joe Thompson in the Thompson Grain Co., and manager of the company's elevator here, died at his home in Grafton June 15.

Anamoose, N. D.—The Farmers Co-op. Grain Co. has made general improvements in its elevator, including the installation of a 15-ton Soweigh Motor Truck Dump Scale and a Howell Aero-Flex Telescoping Pneumatic Truck Lift with Howell Sectional Steel Dump Grates.

Arthur, N. D.—The Farmers Elvtr. Co. at this point is now operating its new grain storage plant which consists of 30,000 bus. additional storage, giving the company well over 100,000 bus. of storage capacity all told. Other improvements were made in and about the plant. The T. E. Ibberson Co. had the contract.

Grand Forks, N. D.—Owen T. Owen, manager of the State Mill & Elevator, reported an operating profit of \$11,946.02 for the three months period beginning Feb. 1 and ending April 30. The same period in 1938 showed an operating loss of \$78,499.68. The State Mill is offering free trips to the World's Fairs as awards in a contest recently announced by Mgr. Owen.

Cleveland, N. D.—O. D. Larson, manager of the local Farmers Elevator, experienced two of the most unpleasant hours of his life recently when hold-up men, entering the elevator at about 7:30 a. m., at the point of a gun shoved him into the vault, closed the door and spun the combination. The robbers escaped with approximately \$300 in currency and silver. It was almost two hours later that a fellow townsman, entering the elevator, was made aware of Larson's predicament and at the shouted directions of the imprisoned man, operated the safe combination and freed him.

## OHIO

Marysville, O.—High winds damaged property of the Ohio Grain Co-op. Ass'n June 7.

Bryan, O.—The Bryan Transfer Elevator sustained small property damage as the result of high winds June 10.

Hicksville, O.—The Hicksville Grain Co. reported small damage sustained as a result of high winds June 10.

Cincinnati, O.—Ferguson Bros. have taken over the grain products, feeds, etc., business of the late W. R. McQuillan.

Kessler, O.—Pearson & Stallsmith recently purchased an Ajax Hammermill complete with 50 h.p. motor and V rope drive, the mill furnished by the Sidney Grain Machinery Co.

Lippincotts (Urbana p. o.), O.—Thomas Latham, who formerly operated an elevator in Plain City, opened his local elevator the evening of June 13, when approximately 300 persons were present as guests of the occasion. The elevator has been fully remodeled and equipped with modern, fast handling machinery.

Huron, O.—The front of the Avery Elvtr. & Grain Co.'s elevator is being remodeled and a new scale installed. The elevator will be rearranged on the interior to speed up service; a new shelling machine will be installed and the plant modernized thruout. As a final touch, the entire structure will be given an exterior coat of paint. Leon Grove is general manager of the company.

Akron, O.—The Quaker Oats Co. has let the contract to Edwin Ahlsgog for 20 concrete tanks 14 ft. 9 in. in diameter by 118 ft. high and 12 interstice bins, the cylindrical bins being arranged four rows of five bins in each row. The new head house will contain two large capacity legs, a large garner and hopper scale as well as a revolving screen. A passenger elevator will carry passengers to the first floor of cupola and a continuous belt elevator will serve all floors of cupola. An improved Richardson Car Dumper will be housed in a new receiving shed.

Defiance, O.—Al Huffman, president of the Toledo Board of Trade, and Walter F. Kirk, Columbus, president of the Ohio State Grange, were chief speakers at the monthly meeting of the Northwestern Ohio Grain Dealers Ass'n at Masonic temple here June 12. A softball game between the grain men and traveling men opened the meeting at 4 p. m., followed by a dinner at 6:30 p. m., and the speaking program later. C. W. Palmer, common pleas judge of Defiance, presided. George Woodman, Toledo, discussed terminal market news and Harry Sain represented the state industrial relations commission.

Marion, O.—Construction work involving an expenditure of more than \$75,000 has been started by Old Fort Mills, Inc., local soy bean processors and feed manufacturers. Seven new storage bins, with a capacity of 500,000 bus., will be built. These will double the present capacity of the plant, bringing the total storage available for the fall soy bean crop to 1,000,000 bus. The new bins will be of concrete and steel construction, each 29 ft. in diameter and 140 ft. high. They will be built in two rows adjoining the present bins on the east of the plant and will parallel the main line of the Erie Railroad. Present sidings will be discarded and others built to accommodate new business volume. Old Fort Mills, which also operates a plant at Harrisburg, Pa., was organized in 1935 and has doubled its productive capacity every year.

Rockford, O.—The T. E. Ibberson Co. has the contract for the erection of a large feed mill, warehouse and store building for the Little Elevator, of which Albert Dudgeon is manager and owner. It is being equipped with an attrition mill with a blower system, Jacobson Hammer Mill and new type drag feeder, Strong-Scott Molasses Machine, storage facilities in the basement for molasses, a modern corn cracker and grader. A large number of processing bins have been provided, along with leg equipment for servicing the various bins and machines. Exceptionally large display rooms and store windows are built in, and built-in shelving, lavatory rooms and special warehouse were provided. The whole structure will be covered with galvanized iron and has a full basement. An Ibberson crew of men is at Rockford at this time and the work is well under way.

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**YORK FOUNDRY**  
**YORK, NEBR.**  
**ELEVATOR REPAIRS**  
**SATISFACTION GUARANTEED**

Linworth, O.—Linworth Farmers Exchange installed some new equipment including an Eureka combined cleaner, electric truck dump, drag and drives from the Sidney Grain Machry. Co.

Brookville, O.—Mark Pfeiffer has purchased and installed considerable new equipment including a large Eureka Corn and Cob Cleaner, Kwik-Mix Mixer, hammer mill feeder, boot sheller, large elevator, all furnished by the Sidney Grain Machry. Co.

## OKLAHOMA

Gould, Okla.—Carl Putnam is manager of the new elevator built recently by the Kimbell Milling Co.

Deer Creek, Okla.—The Deer Creek Elevator has completed construction of an addition to its grain bins.

Moorewood, Okla.—The Kimbell Milling Co. recently remodeled its local elevator. J. C. Morgan is its manager.

Indianapolis, Okla.—The Kimbell Milling Co. recently bought the elevator owned by the Nelson Grain Co. of Clinton, Okla.

Hollis, Okla.—The Kimbell Milling Co. recently completed its new fast handling elevator, placing J. J. Horton in charge as manager.

Burt Spur (Tipton, p. o.), Okla.—The Kimbell Milling Co. has leased the plant of the Chickasha Cotton Oil Co. and has placed Raymond McKee in charge.

Fay, Okla.—The Kimbell Milling Co. has purchased the local elevator from the McNeill Grain Co. of Thomas, Okla., and has placed Clifford Scott in charge as manager.

Butler, Okla.—The combination flour mill and grain elevator owned by H. B. Bibb, has been leased to the Kimbell Milling Co. who has placed H. W. Cox in charge as manager.

Windstorms damaged the property of several Oklahoma grain firms in June; among them, Roetker Grain Co., Selman; Farmers Grain & Supply Co., Vici; Wheeler Bros., Watonga.

Lindsay, Okla.—The elevator owned by the Farmers Co-operative Ass'n has been leased by the Kimbell Milling Co. who is operating it under the management of J. P. Mosser.

Custer City (Custer p. o.), Okla.—The Kimbell Milling Co. recently bought the B. R. Kimbell Elevator, scales, and other property and contemplate building an elevator before the 1940 crop.

Forgan, Okla.—The Kimbell Milling Co. will operate its local elevator this year, which has been remodeled for the purpose. The house has not been operated for several years. John W. Mills will be in charge.

Nash, Okla.—Improvements at the Nash unit of the Kimbell Milling Co. have been completed. The office building has been enlarged and new equipment has been added. The work was directed by Lee Shorter, mgr.

Leonel (Oakwood p. o.), Okla.—The Kimbell Milling Co. has placed B. T. Raymond in charge of its local elevator, recently bought from the Higgins-McCrummen Grain Co. as reported in May 10 issue of the Journals.

Woodward, Okla.—The elevator being constructed by the Kimbell Milling Co., is nearing completion. This is a modern, fast handling house, to be equipped with up-to-date machinery, including a 34-ft. scale. George Briex is manager of the plant.

Waukomis, Okla.—The Goltry Grain Co. has completed construction of an addition to its elevator and is ready for the harvest rush. The new addition gives the company increased storage capacity of 20,000 bus., making a total of 33,000 bus. of its elevator.

Hammon, Okla.—The Kimbell Milling Co.'s new elevator has been completed, replacing the one that burned recently. It is a modern, up-to-date fast handling house with H. M. Cope, the company's group supervisor in that territory, in charge as manager.

Fairfax, Okla.—Armstead Jones, formerly assistant manager of the Farmers Supply, will succeed C. V. Field as manager, following the latter's removal to Perry, where he will be stationed as manager of the Stillwater Milling Co.'s three elevators and stations.

Indianapolis, Okla.—The new elevator built by the Kimbell Milling Co., recently completed, is a modern, fast handling house, equipped with up-to-date machinery including a 34-ft. scale. It has been leased to the Farmers Co-operative Elvtr. Ass'n of Chattanooga, Okla.

Cyril, Okla.—The Kimbell Milling Co. has completed overhauling its local elevator and its plant at Elgin, Okla. Both elevators were bought last year from the McAnaw Grain Co. and have been converted into modern, fast handling plants. R. V. Arrington is in charge locally and T. Ryan is manager of the Elgin house.

Oakwood, Okla.—The Kimbell Milling Co., who bought a local site on which an elevator is to be built immediately at the intersection of the U. S. Highway 270 and the Santa Fe Railroad, has made trackage arrangements and pending the completion of the plant, has two blower loaders to take care of this year's bumper crop in that territory. M. G. Raymond will be the manager in charge.

Vinita, Okla.—The final pre-harvest district meeting of the Oklahoma Grain & Feed Dealers Ass'n was held at Vinita on Saturday night, June 10, with 32 persons in attendance. Discussions of problems concerning the trade were held and also continued after the meeting. E. S. Bouldin presided, and Mr. Dillon of Vinita arranged for the dinner, which was greatly enjoyed.—E. R. Humphrey, sec'y pro tem.

Perry, Okla.—C. V. Field, manager of the Farmers Supply at Fairfax for the last two years, has been promoted to the managership over three elevators and stations of the Stillwater Milling Co., with his headquarters here, where he recently supervised the installation of an elevator for the company. Mr. Field will continue to spend a couple of days each week at Fairfax and managing another elevator located west of Perry.

Okeene, Okla.—The Farmers Union Co-operative Exchange's new elevator has been completed. The new structure's bins are 110 ft. high, with the cupola rising 24 ft. additional. There are 15 separate bins in the elevator, the capacity of the new structure being 80,000 bus. of wheat. The electrically equipped plant had its first test on new wheat that arrived June 2. W. W. Wieters has been general manager of the elevator for several years.

Meno, Okla.—The Kimbell Milling Co. has completed arrangements to operate under lease the Meno, Douglas and Nash plants of the Enid Milling Co., leasing from J. W. Maney of Oklahoma City. Clifford Kehn will be in charge locally as manager; C. V. Page will be manager at Douglas and Lee Shorter at Nash. Mr. Shorter also will be in charge of the company's northern Oklahoma office and will supervise the company's country elevators in that territory.

Cherokee, Okla.—Frank Hamilton, manager of the Hamilton Flour Mills, has his mill practically ready for operations. For the last several months the plant has been under construction. Now all machinery has been set, the spouting laid and the engine room is near completion. The mill will be in operation for the new crop. The mill elevator has been in readiness for some time and is receiving grain. Charles Bowles, an experienced grain man and former Cherokee citizen, has been engaged to assist in the grain buying.

Guymond, Okla.—The W. B. Johnston Grain Co. has leased the old Equity Exchange Elevator here, along with wheat pool elevators at Hooker, Tyrone and Mouser, and is now operating them. Tot Smith is local manager. The Johnston Co., the oldest independent grain firm in Oklahoma, now operates 21 elevators in the Panhandles of Oklahoma and Texas. W. B. Johnston originated the company 43 years ago, and it was operated as an individual enterprise until his death in 1937, after which his two sons, Dale and Glen, incorporated it with \$100,000 capital and \$100,000 surplus. The Guymond elevator will be run thru this season and then continued in operation according to present plans, Dale H. Johnston stated.

## PACIFIC NORTHWEST

Toppenish, Wash.—F. O. Bullinger has sold his feed business to George W. Walker.

Almira, Wash.—Work on a new office building for Almira Farmers' Warehouse Co. is well under way.

Pilot Rock, Ore.—The Pilot Rock Elevator and the Pacific Coast Elevator were destroyed by fire late June 10.

Jerome, Ida.—The Jerome Mill & Elvtr. Co. recently completed painting the office and building a new platform.

New Plymouth, Ida.—The Hatfield Feed & Grain Co. has been approved as a custom mixing station for Purina Mills.

Willada (Lancaster p. o.), Wash.—The St. John Grain Growers recently covered their local elevator with tin sheeting.

Balder (Thornton p. o.), Wash.—Construction of the Rosalia Producers, Inc.'s elevator here will be completed by July 1.

Spokane, Wash.—Carl Bumgarner is manager of the Greely Elvtr. Co.'s local plant, succeeding Ray Swift, who passed away recently.

Sumner, Wash.—Hi Figg of the Valley Hay & Grain Store has installed a new mixer and is mixing his own brand of mash, called "Hi Mix."

Columbia, Wash.—Hogenson Const. Co. is installing a 16-duct New Style Gerber Single Distributor in the elevator of the Columbia Grain Growers.

Kirkland, Wash.—Ed. Nordquist of Mt. Vernon has been selected as poultry technician in the new laboratory being built here by the Quality Mills.

Spring Valley, Wash.—The H. F. Kirk Grain Co. is erecting a grain elevator here, 24 x 28 ft. in area with a 40,000-bu. capacity. Emmet Roper is the contractor.

Sedro Woolley, Wash.—Morgan & Johnson are building an addition to their warehouse, which, when completed, will practically double the storage capacity of their present warehouse.

Oakesdale, Wash.—The Oakesdale Grain Growers, Inc., held a special meeting June 12, when it was voted to increase the capital stock of the corporation from \$12,000 to \$21,000.

Endicott, Wash.—The Endicott Grain Co. has remodeled its old scale shed into a building where International machinery parts will be stocked. A new 20-ton scale has been installed in front of the company's office, between it and the shed.

Pendleton, Ore.—The Pendleton Grain Growers, Inc., at its annual stockholders' meeting, reported the best financial year in its history. The company organized in 1930 with \$300 capital, now has a conservative net worth of \$120,000.—F. K. H.

Twin Falls, Ida.—The alfalfa meal mill and a quantity of hay and meal were destroyed by fire of unknown origin at the J. H. Glandon farm south of Twin Falls June 11. Mr. Glandon expects to rebuild the mill, probably in Twin Falls warehouse district.

Endicott, Wash.—The Wheat Growers of Endicott have completed six new bins with a 50,000-bu. capacity, bringing the total storage capacity of the firm to 100,000 bus. and making a total of 32 bins. A new conveyor, operated by electric motor, and a new 20-ton scale have been installed.

Belmont, Wash.—The Oakesdale Grain Growers are constructing an 80,000-bu. elevator here to care for increasing business. The plant is expected to be completed in July, at which time the company will start building another elevator here to satisfy the demand for bulk facilities. James Taylor is supervising the work.

Vancouver, Wash.—Vancouver's multi-binned grain elevator worked at full capacity during the month of May. W. D. Lehman, elevator superintendent, has announced, and more grain was handled over that period than in any similar period since the large storage plant was constructed. Lehman estimated a little over 2,000,000 bus. of wheat were received and cleared during May as contrasted to 6,000,000 bus. for the year 1938.

Rexburg, Ida.—Lorenzo Jensen and Orville Boelke, dry farmers of this community, recently purchased the Rexburg Flour Mill and connecting warehouse and will use the building for grain storage. The mill machinery will be dismantled and removed. The storage space of the two structures totals 100,000 bus. Their own grain, which they will store in the buildings, will amount to 30,000 bus. The remaining space will be rented.

Seattle, Wash.—Pacific Northwest Feed Ass'n, Inc., recently held regional meetings as follows: June 15, Associate Council, New Washington Hotel, Seattle; June 20, Lewis County district, St. Helens Hotel, Chehalis; June 21, Grays Harbor district, Goodie Garden, Montesano; June 22, Olympic district, Enetai Inn, Bremerton; June 26, Southern district; June 27, Skagit and Snohomish districts, Planters Hotel, LaConner; June 28, Whatcom district, Leopold Hotel, Bellingham. Eight new members have been enrolled by the Ass'n recently.—J. G. Wilson, manager.

Pomeroy, Wash.—A. C. Cook, pioneer grainman, was released from hospital recently, where he had been confined since May 1, following injuries received in an automobile accident.

Pullman, Wash.—A regional meeting of the Pacific Northwest Grain Dealers Ass'n was held here June 8, when 73 grain dealers of the interior were present. The opinion of the meeting showed 100 per cent disapproval with the "insured receipt" requirement of the C.C.C. and a committee composed of H. E. Morrison, Eugene Kelly of Walla Walla, Charles Cook of La Crosse, Tabor LaFollette of Colfax, J. W. Shepard of Lewiston and Howard Hughes of Pullman and A. J. Haile, president of the Ass'n, of Spokane, was appointed to meet with John D. Goodloe, an official of the C.C.C. from Washington, on June 11.

Yoncalla, Ore.—Castor & Schosso celebrated the opening of their new feed mill and warehouse May 27 with a housewarming. The building just completed replaces a former structure used for many years which was destroyed by fire early in April. The new building is 60x80 ft., of heavy timber construction covered by corrugated iron. A 30-ft. section next to the railroad is two stories high, providing space for machinery on the second floor. The mill is equipped with up-to-date machinery for handling grain and seed and for milling of feeds. In addition to a large hammer mill there is a corn cutter and a screw type mixer. A modern type cleaner for cleaning clover and vetch seed has been installed, as well as a new screen cleaner of large capacity equipped with fans for use on grains. The plant is electrically operated, three motors having been installed to provide power for the various units.

## PENNSYLVANIA

York, Pa.—The hay and straw storage building belonging to the Anderson Grain & Feed Co. was destroyed by fire recently.

Blain, Pa.—Spark from a diesel engine started the fire that destroyed the alfalfa dehydrating plant of H. T. Ziegler on New Bloomfield Road, five miles east of here, June 6.

Butler, Pa.—P. J. Osterling & Son is erecting a large warehouse on ground recently leased from the Pennsylvania Railroad Co. The firm manufactures and prepares feed for cattle, livestock and poultry. The building now under way will be 45x200 ft., and 12 ft. high with a concrete floor and cement blocks in the construction of the walls. Corrugated sheet metal will be used for covering to make the warehouse fireproof. A modern belt conveyor system will be installed for unloading feed and carriers for unloading grain and molasses. Molasses coming to the plant in tanks can be quickly transferred to tank trucks and transported to the large tanks in the rear of the office building on East Jefferson St. and from there pumped into the machinery for mixing as needed. Miller & Dumbaugh have the general contract.

## SOUTH DAKOTA

Watertown, S. D.—F. P. Creaser & Sons has installed new Atlas Belting and Calumet Cups at its elevator.

White Rock, S. D.—A. M. Olson & Son have equipped their elevator with a new Atlas Belt and Calumet Cups.

Colman, S. D.—W. A. Clark, of Minneapolis, Minn., has taken over the management of the National Atlas Elevator here.

Mission Hill, S. D.—The Farmers Union Co-operative Ass'n property was damaged by high winds June 10. The loss was small.

Hooker, S. D.—The local elevator will be reopened soon. A new manager will be selected to succeed Jim Sullivan who is now at Madison, Supt. Chas. Schulz stated.

Lake Preston, S. D.—All of Geo. P. Sexauer & Son's buildings, including the mill, elevator and warehouse, are being painted with aluminum paint. The T. E. Ibberson Co. is doing the work.

Willow Lake, S. D.—The Sheldon F. Reese Elvtr. Co. recently moved a building from Bancroft here to which it is constructing an annex, the structure to be used for feed and seed storage.

Viborg, S. D.—Otto Schlotfeldt, for three years employed at the Baker Elevator at Garretson, accepted a position as manager of the Farmers Co-operative Elvtr. Co. here following the recent sale of the Baker elevator.

Columbia, S. D.—The National Atlas Elvtr. Co. recently installed a new scale and Superior Grain Cleaner, built a dust house and made other improvements at its local elevator. T. E. Ibberson Co. had the contract for this work.

Sisseton, S. D.—Reuben Olson, local grain and fuel dealer, has moved the old Miller Elevator, which he purchased last year, to lots adjoining his original elevator. He will thus have the capacity of the two houses, and will be able to operate them from one office.

## SOUTHEAST

Kingsland, Ga.—J. D. McCollough has opened a new feed store here.

Richmond, Va.—The Sparta Mill & Pond Corp. has been organized, to operate a mill and deal in grain, meal, flour, etc. Maximum capital, \$5,000. C. B. Guthrie, president.

Harrisonburg, Va.—Rockingham Feeds, Inc., has been organized; capital, \$50,000; to conduct a general feed, milling, merchandise and supply business. H. S. Zigler, Timberville, Va., is president.

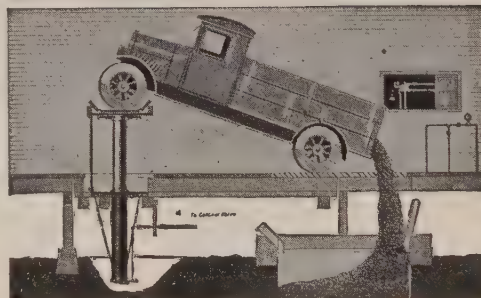
Masonville, W. Va.—The Star Milling Co. has been purchased by H. A. Alt, T. R. Alt, R. H. Alt, and M. H. Roby, formerly partners with W. C. Halterman in the Shawnee Milling Co. at Petersburg. The latter recently purchased his partner's interest in the Petersburg business.

Petersburg, W. Va.—The Shawnee Milling Co. has dissolved partnership and W. C. Halterman, a member of the company, purchased the interests of the other partners. He will continue to operate the mill, which manufactures flour and feed. The partnership has operated the plant for 15 years.

## TENNESSEE

Elizabethton, Tenn.—The Power City Milling Co. has been organized and, beginning with the first of this month, will operate the Sycamore St. flour mill, which has undergone extensive alterations. E. W. Webber is manager and president of the company. F. C. Bonham is vice-pres., George E. Comer, sec'y, and J. B. Webb, treasurer.

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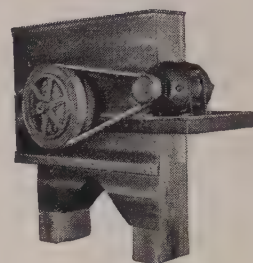


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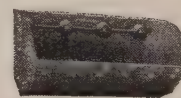
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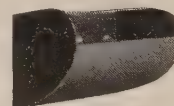
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## TEXAS

Tulia, Tex.—The offices of the W. C. Cowan Grain Co. have been remodeled.

Dallas, Tex.—The Burrus Feed Mills is constructing a new storage warehouse.

Waco, Tex.—The Clement Grain Co. has installed a new Howe Motor Truck Scale.

Cross Plains, Tex.—The Kimbell Milling Co. has installed a new scale at its local elevator.

Friona, Tex.—The Santa Fe Grain Co. has completed construction of its 50,000-bu. elevator here.

Kingsville, Tex.—The Wuesche Milling Co. is adding six large new steel storage tanks to its local plant.

Spearman, Tex.—L. S. McLain has purchased the Scott Bros. Elevator and is operating it as the Hansford Grain Co.

Claude, Tex.—A 50 x 70 ft., 28 ft. high, corrugated iron covered building has been moved to the Nelson Grain Co. lots.

Ed Roy (Odem p. o.), Tex.—The Ed Roy Grain & Elvtr. Co. is completing the enlargement of its grain storage facilities.

Quanah, Tex.—Extensive alterations have been made on the Kimbell Milling Co.'s local plant. Luther Baker is in charge as manager and G. Cox is assistant.

Canadian, Tex.—Merle Cross, formerly with the Darrouzette Co-op., is now manager of the Canadian Grain Co-op. elevator.

Seguin, Tex.—The Seguin Milling Co. has reopened its local place of business on Sixth St. with Ralph Coble of Uvalde, Tex., as local manager.

Fort Worth, Tex.—The West Grain & Seed Co. has been incorporated; capital stock, \$8,000; incorporators, Sarah Hollis West, T. P. West and Paul Allison.

Gruver, Tex.—Kimbell Milling Co. recently installed a new 34-ft. scale at its local plant, making other repairs also. Dan Schrader is local manager, also being district supervisor.

Stratford, Tex.—E. E. Williams resigned recently as manager of the Stratford Wheat Growers elevator, effective June 1, and accepted a position as manager of a Sunray elevator.

San Antonio, Tex.—The Crowley Feed Co. opened a new branch store here June 3. The company manufactures a full line of mixed feed for poultry, horses, mules, hogs, sheep, etc., and handles feed ingredients and seeds.

Briscoe, Tex.—The Kimbell Milling Co. recently purchased the P. G. Newkirk elevators located here and at Mobeetie, Tex. O. V. Shelton is manager of the local plant and Willard Godwin is in charge of the Mobeetie house.

Hereford, Tex.—The Kimbell Milling Co. has installed a 34-ft. scale at its local elevator where extensive improvements have been made to take care of an exceedingly large wheat crop in this territory. J. B. Whitlow is in charge of the plant.

Canton, Tex.—Lester Stone of Amarillo has bought the Neff Elevator which will be operated this year with W. H. Stroud as manager. Mr. Stone has been in the elevator business in the Panhandle for 27 years, operating a number of elevators in this section.

Fort Worth, Tex.—It has been suggested that a school for grading grain be held at an early date, preferably at Fort Worth. Plans for the school have not been completed as yet, however, because of the rush of active harvest. Those interested are asked to comment.—A. G. Campbell, sec'y-treas., Texas Grain & Feed Dealers Ass'n.

Perryton, Tex.—Pete Whitlow, west Texas general supervisor of all Kimbell Milling Co. elevators, will be located here, and will supervise all western and northwestern Oklahoma plants as well as facilities the company operates in the north plains of Texas. In addition to this he will contact the trade as a buying representative for that section.

Dallas, Tex.—A stubborn blaze at the Morten Milling Co. plant the night of June 9 was held in control by firemen with little damage resulting. The fire started in a wheat conveyor in the back part of the mill. Blaine Thompson, mill manager, said the conveyor belt apparently stuck and caught fire from friction. The conveyor's metal casing prevented the spread of the fire but hampered firemen in extinguishing the flames.

## UTAH

Ogden, Utah.—F. S. Matthies, of Ogden, was elected president of the Ogden Grain Exchange recently. Other new officers and directors are Sterling H. Nelson, Salt Lake City, and P. J. Farrell, Ogden, first and second vice-pres.; Lloyd C. Stone, Ogden, re-elected sec'y-treas.; Warner Arthur, V. P. Campbell, Elwood Williams, Ogden; J. J. Neville and H. M. Blackhurst, Salt Lake City, the latter retiring president of the Exchange, and N. W. Crowther of Malad, Ida., directors.

## WISCONSIN

Maiden Rock, Wis.—A new approach has been built to the local J. D. Dill elevator.

Muscoda, Wis.—Keenan Bros. recently purchased the Groves warehouse and feed mill.

Fair Water, Wis.—Kuehn & Damerau reported property damages sustained by high winds June 7.

Kennan, Wis.—The Weyers Auto Service recently purchased the feed mill owned by Wick's store.

Menomonee, Wis.—Lightning entering the Wisconsin Milling Co. plant via the power wires June 14 blew out coils in a slip ring motor.

Cadott, Wis.—Joseph Robert, manager of the Crane grain elevator here, was married June 13 to Miss Loretta Parent at Jim Falls, Wis.—H. C. B.

Cadott, Wis.—E. J. Crane & Sons have equipped their local feed plant with a 1-ton vertical batch mixer with motor drive, all supplied by R. R. Howell Co.

Tigerton, Wis.—H. F. Meyer, 53, for 25 years operator of a grain elevator here, died June 1. Mr. Meyer retired from business two years ago because of ill health.—H. C. B.

Francis Creek, Wis.—B. M. Crain, manager of the New London Farmers Exchange for nearly five years, has purchased the local elevator and feed mill, which he will assume charge of about July 1.

Milwaukee, Wis.—Members of the Milwaukee Grain & Stock Exchange were entertained by E. H. Hiemke, partner of L. Bartlett & Sons Grain Co., at his Silver Lake summer home recently.

Rice Lake, Wis.—M. G. Remington has been promoted to office manager for the Washburn Crosby Co. in Minneapolis. Harold Long of Minneapolis is taking over Mr. Remington's territory here.

Clear Lake, Wis.—Dave MacLennan, formerly sales representative for the King Midas Flour Mills, Minneapolis, with headquarters here, has been appointed sales manager of the feed division for the company.

Clintonville, Wis.—The Embarrass Milling Co., at its annual meeting June 13, declared a 7 per cent cash dividend. The company, which produces its own brands of feed, also observed its 20th anniversary.—H. C. B.

Star Prairie, Wis.—Clyde Johnson has sold the Huntingdon Roller Mills here to Jack Martin, formerly of St. Paul. The property is one of the earliest millsites in the St. Croix Valley, and has been in the Johnson family since 1907.—H. C. B.

New London, Wis.—Frank Crain, Lebanon farmer, will take over the management of the New London Farmers Exchange about July 1, succeeding his brother, B. M. Crain, who has resigned to take charge of his newly purchased elevator and feed mill at Francis Creek, Wis.

Milwaukee, Wis.—Directors of the Froedtert Grain & Maltng Co., June 20 voted a dividend of 25c per share on the outstanding common stock, payable July 24 to stock of record July 15. The payment will increase to 55c the amount distributed on common stock during the current fiscal year ending July 31 compared with 40c in the preceding year.—H. C. B.

Luck, Wis.—Alf and Svend Utoft recently purchased the Farm Service Co. feed and seed store, taking possession June 1. They will continue to handle feed, seeds, flour, salt, motor oil, etc., as has been done in the past and they will do grinding, cleaning and mixing of feed also. Alf Utoft has been manager of the business for the former owners since it was established 9 years ago; Svend also was employed there.

Hilbert, Wis.—Fire following spontaneous combustion heavily damaged the Schwabenlander Grain Elevator about midnight, June 12. The fire started in the upper part of the 60 ft. high building, spreading rapidly to the lower section, which contained the bins, about 1,200 bus. of grain, and the plant machinery. A car had been spotted at the door, ready to be loaded the following day, but was hauled away, blazing, the fire later extinguished. The combustion was heard for several blocks distant, followed immediately by a burst of flames from the upper part of the elevator. Mr. Schwabenlander will rebuild, to be ready for grain storage this fall.

Reedsville, Wis.—The Edw. Reinemann & Son elevator is nearing completion. This modern structure consists of 15 bins, 25,000-bu. capacity, and was built alongside of the owner's present elevator. The plant is fully equipped for handling grain in bulk or sacks as it comes from the customers. A 30-ft., 20-ton scale was installed in the driveway, fitted with Strong-Scott Air Dump. Nu-type Calumet Buckets in the large leg, having a 10 h.p. motor, will be used for service to and from the bins. A large warehouse was built as a part of this building, with three rooms, built-in furniture, fire proof vault, full basement. This whole structure sets on a slab foundation and the building is covered with galvanized iron. In addition to this elevator a feed mill building is being erected, fitted with a Strong-Scott Pneumatic Type Mill having 30 h.p. motor on it, a modern type mixer is being installed and provisions are being made for a new molasses machine which will be set on the main work-floor and a molasses tank with a capacity of 12,000 gals. Machinery for handling ear corn, as well as crushing and cracking corn, will be provided. Clifford Reinemann is the local manager. The T. E. Ibberson Co. had the contract for this work.

## St. Joseph Jamboree Joiners

[Continued from page 537]

A. Stites, Union; Jos. Dowding, Palmyra; R. E. Castleman, Douglas; Floyd Jacobson, Rockford; Richard Windle, Salem; H. V. Swanson, Odell; Jim and Harold Clark, Howe; Henry Stowe, Nebraska City; Jas. Money, Dunbar; Fred Marquardt, Avoca; L. O. Hoagland, Julian; E. N. Cox, Falls City; R. R. Eddy, Pawnee.

Kansas: Charles Cummins, Oneida; Jacob and James Olson, Moray; L. A. Cardwell, Morrill; Adolph Kanel, Hamlin; Chas. Derrick, Padonia; Ernest Barber and Ed Derrick, Highland; Harry Davis, Troy; Harold Duever, Bremen; W. H. Keim, Price; Pat Decker, Elmore Winterscheidt and A. Haverkamp, Seneca; John Brant, Robinson; Henry Geiger, Everest; J. H. Schnelle, Nortonville; J. W. Zentmyer, Willis; James and Tommie Curtis, Atchison; J. S. Pinder and F. S. Tuley, Effingham; James Graff, Corning; A. R. Lord and Wm. Manson, Lancaster; Chas. Fletcher and H. H. Humphrey, Holton; C. H. Blanke and W. A. Boyle, Atchison.

Iowa: P. A. Davis, Lenox; C. W. Good and Carl Reid, Hamburg; Ray Cox, Farragut; M. M. Payne, Jr., Hamburg.

Kansas City: James Young, Simond-Shields-Lonsdale Grain Co.; C. A. House; C. J. Gundelfinger; E. S. Mellor.

Omaha: B. O. Holmquist.

The F.S.C.C. recently accepted bids from 28 corn millers to grind 200,000 barrels of corn meal for delivery by July 31 to needy families.

Sales of United States wheat and flour for export totaled approximately 112,500,000 bus. from July 1, 1938, to May 31, 1939, of which about 108,298,000 have been exported, the Federal Surplus Commodities Corporation announced for June 19. The sale of approximately 88,200,000 bushels has been assisted by the Federal subsidy. Sales of wheat represent about 79 per cent of the 112,500,000 bushels total, and sales of flour about 21 per cent. The sales of wheat by the Federal Surplus Commodities Corporation under the Federal program have totaled about 68,700,000 bushels, and an indemnity has been paid on the export of about 19,500,000 bushels of wheat in the form of flour.

## Grain Carriers

The Illinois Central has given notice it will publish grain rates from northern and central Illinois to Gulf ports for export 6 cents under present rates.

Grain and grain products were loaded into 34,283 cars for the week ending June 10, against 30,184 cars loaded during the like week of 1938 as reported by the Ass'n of American Railroads.

The government, thru the Maritime Commission, has had built and launched this year 10 vessels, and so far, on its own account or in conjunction with private operators, has laid down 66 vessels.

Austin, Tex.—The rate hearing before the Texas Railroad Commission has resolved itself into a general airing of class and commodity rates for the entire state. The grain fraternity is well represented, considering the season.

Indianapolis, Ind.—The Ohio Valley Transportation Advisory Board held its annual meeting here June 13. Geo. H. Evans, traffic manager of the Evans Milling Co., was general chairman of com'tes arranging the program and luncheon.

Ottawa, Ont.—The petition of millers for a lower rate on Ontario wheat and wheat products for export has been dismissed by the Board of Transport Commissioners for Canada, because no unjust discrimination was found.

The joint Hull com'te of underwriters has decided to make no reduction in the insurance rate on grain from Churchill, Man., the imperial shipping com'te announced June 14. A reduction will be considered for 1940 if 20 cargoes are shipped in 1939 without serious loss.

St. Paul, Minn.—The court June 14 denied the state railroad and warehouse commission's motion for dismissal of the appeal by the railroad companies from orders of the commission alleged by them to be discriminatory and unreasonable, in favor of St. Paul, Minneapolis and Duluth, in grain rates.

With Carbondale, Ill., as a center of distribution and accumulation trucks will be operated to and from local stations by the Illinois Central Railroad Co., effective June 27. The area affected is bounded by Centralia on the north, Cairo on the south, Eldorado on the east, and East St. Louis on the west. It is 113 miles from Centralia to Cairo and 121 miles from Eldorado to East St. Louis. Sixty-six local freight stations will be affected by the change. After arrival at a local station the truck may make door delivery if desired by the customer.

Carthage, Mo.—The Morrow Milling Co. has been indicted by the federal grand jury at Kansas City on the charge of accepting rebates of \$6.07 to \$43.73 per car on shipments of grain products to Springdale and Vinita, Ark., in violation of the Elkins Act.

The Burke bill would require transit to be granted to all points on the same route and thru rate if any other point on the route has transit. The bill was favored at a hearing before the Senate Interstate Commerce Com'te by Omaha grain men and opposed by other markets.

The Minneapolis Traffic Ass'n petitioned the Interstate Commerce Commission to suspend supplement No. 57 to Jones I.C.C. No. 3055 reducing by 4 cents the proportional rate on export grain from Chicago, Peoria and St. Louis to Atlantic ports. Later, June 20, the commission suspended the reduced rates to Jan. 20.

Permission to abandon 52 miles of line between Wauzeka and La Farge, Wis., has been granted the Milwaukee Road. Commissioner Eastman of the Interstate Commerce Commission said: "It is vital that train service be not burdened with wholly wasteful labor. Under present competitive conditions any practices which require unnecessary employment or pay that is disproportionate to service performed are bound, in the final analysis, to work to the disadvantage of the railroad employees themselves."

New Orleans, La.—The New Orleans Joint Traffic Bureau asks the Interstate Commerce Commission for establishment of grain rates predicated on the shortest joint rail-water distances, and that the commission specifically direct the application of such rates via New Orleans. It is contended that evidence presented has shown that distance and services via New Orleans are substantially the same as those via Houston, the rate-making port, and equally as favorable as via Galveston, Beaumont and Lake Charles.

### Early Illinois Dealer Passes Away

Harry N. Knight, who was active in association work forty years ago, and first president of the Grain Dealers National Mutual Fire Ins. Co., passed away recently at his home in Oklahoma City, Okla.

A country grain shipper at Monticello, Ill., where he headed the firm of Knight & Son, his active participation in all movements aiding the shippers gained for him the presidency of the Illinois Grain Dealers Ass'n, to which office he was elected in June, 1902, having previously served as a director.

Mr. Knight attended the organization meeting of the Grain Dealers National Ass'n at Chicago Nov. 9, 1896, and the following year was elected a director.

### Chester Weekes Opens Grain Buying Office

Chester L. Weekes, a familiar figure in the St. Joseph grain trade, and well known over the country as a milling wheat handler, opened an office at 401 Corby building, St. Joseph, Mo., June 15, under the name of C. L. Weekes Grain Co. Assisting him in his new venture is T. D. Cole. Both were with the



Chester L. Weekes, St. Joseph, Mo.

Archer-Daniels-Midland Co. in St. Joe, until the company closed this branch last February.

Mr. Weekes enters his new venture with 11 years' experience in the Omaha market, where he first became associated with the central market grain trade, with three years in the Kansas City market, three years in St. Louis, two years in Baltimore, and two years in Chicago. His diversified experience includes operation of commission offices, buying for mill accounts, and managing terminal elevators.

In 1932 and 1933, when the Farm Board turned over the last 85,000,000 bushels of its wheat to the American National Red Cross for grinding into flour and feed for the needy, Mr. Weekes was selected by the Red Cross to handle the grain and grain transportation. Mr. Weekes earned prominence for the efficient distributing system he set up to handle this wheat.

Mr. Weekes has been prominent in ass'n affairs. He organized the movement in the grain trade to control truck traffic in grain by itinerant truckers in southeast Nebraska, aided in development of the Associated Southwest Country Elevators, was the spark behind Nebraska's truck law and has been chairman of the Grain & Feed Dealers National Ass'n's trucking com'te, since the latter com'te was set up.

Mr. Weekes has been a director on the board of the St. Joseph Grain Exchange for two years. At the last election he was made president of the Exchange by unanimous vote.

The C. L. Weekes Grain Co. will concentrate on consignments and mill order buying, starting with an imposing list of active mill accounts and soliciting shipments of wheat from the Southwest. The company has the good wishes of many country shippers and central market receivers.

The F.C.I.C. has opened a Chicago office to insure crops of farmers in Iowa, Illinois, Indiana, Ohio, Michigan, Kentucky and Tennessee, closing the branch office at Indianapolis.

## "RANDOLPH"

### OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

MANUFACTURED BY

## O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.

# Field Seeds

**Alice, Tex.**—A seed and feed store has been opened by the Farmers Exchange Feed & Seed Store.

**Durant, Ia.**—Construction of a 16,000-bu. drier building costing \$25,000 has been started by the Pioneer Hi-Bred Seed Co.

**Portland, Ore.**—A retail seed store will be opened by Gill Bros. Seed Co., for several years in the wholesale and retail seed business at their present location.

**Howard Lake, Minn.**—A 1-story building, 129x26, with two concrete tunnels 129 ft. long is being built by Northrup, King & Co., of Minneapolis, as a steel addition to their plant.

**Milford, Ill.**—A grain elevator of 80,000 bu. capacity will be erected by Crow's Hybrid Corn Co., separated 75 ft. from the large seed house. The elevator will have in connection a grading and cleaning department 30x48 ft., and 70 ft. high.

**New Braunfels, Tex.**—Al Liebscher, who was elected president in May of the Texas Feed Manufacturers Ass'n, has resigned on account of illness. W. R. Archer of Houston has succeeded him; and E. C. Downman of Houston has been named by the directors to succeed Mr. Archer as vice pres.

**Evansville, Ind.**—A premium of three cents a bushel will be paid for wheat harvested in 198 fields in Posey, Vanderburgh, Gibson, Knox, Daviess, Warrick, Spencer and Sullivan counties which met premium wheat inspection, C. E. Skiver, Purdue University wheat specialist, has announced.—W.B.C.

**The Coffee seed control act** was passed by the House June 7 and sent to the Senate. Farmers who sell seed will come under the law. All seeds must comply with the laws of the state into which shipped. Evidently members of Congress are convinced all citizens except politicians and patronage recipients, are undesirable and in urgent need of rigid regulation.

**Ames, Ia.**—The annual short 'course in seed analysis will be held at Iowa State College from July 17 to 28. The fee is \$6 per person. Students will be instructed in four lines of study by Dr. Porter, namely: Methods of making purity analyses; methods of conducting seed germination tests; study of seed-borne organisms; identification of weeds and seeds.

**Spokane, Wash.**—Sales of seed (including seed wheat, oats and barley) to persons who purchase the same for use in commercial production are sales at wholesale and are not subject to the retail sales tax. The phrase "use in commercial production," as here used, means use in planting seeds for the purpose of producing for sale the resulting plants or products. When seeds are not purchased for the purpose of resale or for use in commercial production, the sales tax is applicable.

## Alabama Seedsmen Organize

Seed dealers met at Montgomery, Ala., May 29 and formed the Alabama Seed Dealers Ass'n, with the following officers: Pres., James Morgan, Mobile, Ala.; vice pres., J. B. Sylvest, Montgomery; sec'y-treas., D. F. Dees, Camden, Ala.

## A. S. T. A. San Francisco Convention

A good attendance cheered members of the American Seed Trade Ass'n at the 57th annual convention June 12 to 15 at San Francisco, Cal.

CYRUS F. VOORHIES, pres., delivered his annual address, and nominated Howard S. Patrick, Kansas City, as honorary member, and he was unanimously elected.

C. E. KENDEL, sec'y, Cleveland, O., reported 288 active and 8 honorary members, and his financial statement showed the ass'n to be in the best financial condition.

J. GEORGE MANN, Minneapolis, had prepared a report as chairman of the traffic com'te, which was read by Sec'y Kendel. The report stated that the railroads have recently approved the publication of the rule permitting seedsmen to ship practically all of the commodities which they handle in mixed carloads, which are to be charged for at the carload rate applicable to each commodity contained in mixed carloads, whereas, in the past, such shipments were charged for on the basis of the highest rating applicable to the highest rated article contained in the car, subject to the highest minimum applicable to any commodity contained in the car. This rule is to become effective on or about July 1, 1939.

An adjustment will be made which will place the Canadian rates on a parity with those now applicable to seeds in the United States.

ANDRE DE VILMORIN, Paris, France, gave an interesting account on how the seed business is transacted in that country. "Seed growing in Italy and Hungary has been practically abandoned by French seedsmen due to this regulation, which permits buying from other countries only in the event of a crop shortage in France. This works a hardship on French growers, because prognostication of crop yield is, of course, impossible, and in case of a large crop, seed grown in other countries is not allowed to be brought into France. The advantage of growing some seeds in other countries is higher germination and earlier crops produced."

K. E. SMITH'S report as chairman of the com'te on seed testing suggested that the terms "live seed" and "pure live seed" merited an official definition.

WM. P. WOOD, Jr., Richmond, Va., moved that the Ass'n endorse the position of the Southern Seedsmen's Ass'n on government distribution of seeds; and the resolution of the Southern Ass'n as appears in our report of its proceedings, was adopted.

In executive session the following new members were admitted:

American Seed Co., Inc., Lancaster, Pa.  
Jackson Grain Co., Tampa, Fla.  
Pace Seed & Supply Co., Cleveland, Miss.  
Porter-Walton Co., Salt Lake City, Utah.  
Illinois Seed Dealers Ass'n.  
Michigan Seed Dealers Ass'n.  
Minnesota Seed Dealers Ass'n.

Willamette Valley Seed Co., Junction City, Ore.

Later the following were added: Cuff-Archias Seed Co., Inc., Brawley, Cal.; Ohio Seed Dealers Ass'n, Michael-Leonard Seed Co., Sioux City, Ia.

HARRY HOBBS, chairman of the legislative com'te, said: "I can say with entire confidence that we have made outstanding progress in understanding with the people in Washington, and regardless of the outcome of the pending Federal Seed Bill, we can at least feel that we have an infinitely better understanding of the problems of the seedsmen than we have known in past history."

OFFICERS elected for the ensuing year are: Pres., Roy Edwards, Kansas City; first vice pres., Berkeley Michael, Sioux City; second vice pres., Ed S. Mangelsdorf, St. Louis; sec'y-treas., C. E. Kendel, Cleveland, and assistant sec'y, Jas. H. Burdett, Chicago.

## Southern Seedsmen Meet

The 21st annual convention of the Southern Seedsmen's Ass'n, held June 5 to 7 in the Biltmore Hotel, Oklahoma City, Okla., was attended by 250 members and guests.

FRANK C. KELLER, Shawnee, Okla., pres., in his annual address, said: "Our Southern Seedsmen's Ass'n has undertaken this year to work out a practical application of the A.A.A. distribution program of winter legume seed in the south. We were fortunate in having within our membership one whose courage and ideals permitted him to accept the chairmanship of this most important com'te—the Special Legislative Com'te—and a co-chairman of equal courage to assist in the unusual procedure of trying to work out an agreement with the A.A.A. whereby the winter legume seed business can be saved for the seedsmen of the South. Time alone will show us the success or failure of this effort."

"The new Trade Practice Com'te, headed by our First Vice President, Bob Lambert, has been keeping in close touch with the Oregon shippers, and I am sure we will all be interested in this com'te's report. We have a legislative com'te appointed to work with the American Seed Trade Ass'n in any matters pertaining to our National Seed Law. We have endeavored in our com'te appointments to meet all demands for the handling of our ass'n business."

"Of necessity the carrying on of the work of the Special Legislative A.A.A. Com'te has involved a tremendous sacrifice of time by our chairman."

"Mr. Ruhmann made a trip to Des Moines to attend the meeting of the Western Seedsmen's Ass'n in order to contact Professor Cox, Senior Agronomist of the A.A.A.; and has since made a trip to Washington with other members of his com'te to have a conference with Secretary Wallace."

STUART C. SIMPSON reported on state seed ass'n and state seed councils, telling of the benefits. "In most states not having seed councils there seems to be a recognized coolness between seedsmen and state agricultural heads. Any seed legislation backed by seedsmen is frankly questioned. Any legislation backed by state agricultural men is frankly mistrusted by seedsmen."

"When a state seed council is formed and seedsmen are at liberty to sit in meeting across the table from state men, each expressing his views frankly, it is not long before a feeling of mutual interest and respect begins to assert itself. From then on you have easy sailing. Objectionable seed bills do not reach the legislature as in the past, there is a good feeling between seedsmen and state authorities which did not exist before and which is bound to promote better business relationships for the seedsmen."

After a report by Mr. Simpson for the membership com'te the following were admitted to active membership: Weaver Brothers, Lub-

## Directory

### Grass & Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

#### SIoux CITY, IOWA

Michael-Leonard Seed Co., seed merchants.

bock, Tex.; Harrelson's Feed & Seed Co., Owensboro, Ky.; Hornaday Seed Co., Greensboro, N. C.; Delta Pine Land Co., Scott, Miss.; Robert L. Dortch, Scott, Ark.; South Carolina Seedsmen's Ass'n; Virginia Seedsmen's Ass'n. Associate members: C. H. Hollar, New Bern, Tenn.; Delta Gro. & Cotton Co., Clarksdale, Miss.; Louise C. Baker (analyst), Memphis, Tenn.; Hardeman-King Company, Oklahoma City, Okla.; Superior Feed Mills, Oklahoma City, Okla.

A resolution was adopted urging that the Agricultural Adjustment Administration do not distribute seeds but rather permit and encourage their distribution through regular established commercial channels; however, if the Agricultural Adjustment Administration feels that it is necessary to carry on certain educational projects that such distribution be confined to a minimum and that distribution not be conducted in any individual county for more than two years; and that the purchases of the necessary seed be made on open bids in the area in which the seed will be consumed, preference to be given to local dealers and distributors.

OFFICERS elected for the ensuing year are: Pres., R. E. Lambert, Jr., Darlington, Ala.; first vice pres., Stuart C. Simpson, Monticello, Fla.; second vice pres., A. E. Ruhmann, Waco, Tex.; sec'y-treas., Frank S. Love, Jacksonville, Fla.; assistant sec'y, A. W. Tibbitts, Chicago, Ill.

## Field and Grass Seed Dealers Meet at San Francisco

The Farm Seed Group of the American Seed Trade Ass'n held a well attended meeting on the afternoon of June 13 at San Francisco, Cal.

Officers chosen for the ensuing year are: Floyd Brown, Chicago, as chairman; Lawrence Teweles, Milwaukee, vice-chairman; Homer Flanigan of Crawfordsville, Ind., treasurer, and Carl Roth, St. Louis, Mo., sec'y.

PROF. B. A. MADSON, of the University of California, delivered an address on the development of field and grass seed crops in California.

HARRY HOBBS outlined recent legislative action.

BETTY ATWATER, Los Angeles, told of seed analytical work.

The work of Prof. Porter of Ames, Ia., was endorsed.

## Pacific States Seedsmen Meet

At the annual meeting of the Pacific States Seedsmen's Ass'n at San Francisco, Cal., June 9 and 10 the following officers were elected: Pres., W. R. Schoenfeld, Los Angeles; vice pres., J. B. Scherer, Gilroy; and sec'y-treas., E. E. Soderberg.

New members admitted are Beard-Adams Co., Yakima, Wash.; Chico Seed & Feed Co., Chico, Cal.; E. C. Loomis & Sons, Arroyo Grande, Cal.; and Southwest Flour & Feed Co., Glendale, Ariz.

Dr. Briggs told of seed improvement work in Arizona. Prof. Parsons of the California College of Agriculture told of college work on Cal-Approved seeds, while Prof. B. A. Madson of the same university spoke on ladino clover.

N. Young, Ottawa, Ont., Dominion Seed Commissioner, gave valuable information on how regulation is being made effective by or-

ganization for the production of better seeds.

Arthur E. Navlet, Oakland, Cal., spoke on "Retail Seedsmen v. the Department Store."

L. M. Jeffers' paper on the California Seed Law was read for him by Mrs. A. T. Walker of the state department of agriculture, Mr. Jeffers being absent to attend a meeting of the American Feed Mfrs. Ass'n in New York.

## Develop Hybrid Corn for Northern Wisconsin

Corn breeding at the northern branch stations has now progressed to a point which makes it possible to begin commercial production of hybrids, with assurance that early Wisconsin hybrids will be a real improvement over Wisconsin No. 25 and other open-pollinated varieties that have been grown in the past.

Suitable hybrid corn should enable northern Wisconsin farmers to produce a larger and more dependable supply of livestock concentrate feed than they have had in the past. Particularly when yields of small grain are low should early hybrid corn help to diversify feed sources.

This work of "pushing the corn belt north" is carried on by E. J. Delwiche and A. M. Strommen (Agronomy).

**Spooner Trials**—At Spooner in 1938, remarkable grain yields were made by an 85-90-day hybrid (M 13 x 49) (D x 9), which will be released to seed producers in 1939, as well as by a number of other hybrid strains. These hybrids out-yielded Northwestern Dent, Wisconsin No. 25, and Minnesota No. 13 by good margins. This is encouraging evidence that yielding ability and early maturity can be combined in hybrids bred for northern Wisconsin conditions, although it is not to be expected that yields will ordinarily be as high as in the fine corn-growing year of 1938.

Many of the hybrid strains proved far more resistant to lodging than did open-pollinated varieties. A severe windstorm in August provided a good test of this quality.

Trials of 95-day experimental hybrids showed that some of them excelled Wisconsin No. 25 last year, but none yielded as well as the better 85-90-day hybrids.

For areas requiring extremely early corn, there is promise in flint-dent hybrids being developed at Spooner. Some of these are earlier than Wisconsin No. 25, yield better than either Wisconsin No. 25 or the flints, have a high shelling percentage, and medium grain quality. In general they are not as resistant to lodging as the dent hybrids.

Separate trials to learn how various hybrids compare in value for silage showed that some of the later-maturing strains yielded best in 1938. However, hybrid (M 13 x 49) (D x 9), the 85-90-day strain which has given consistently good all-around performance, also appears to be more valuable than Wisconsin No. 25 for silage.

**Results at Other Branch Stations**—Yield trials were made on 36 varieties and hybrid strains at Marshfield in 1938. That hybrids bred at Spooner are well adapted to the Marshfield area is indicated by the fact that the 12 highest yielders were all Spooner strains.

One of the most interesting and significant results is that early varieties are needed to get high yields of fully-ripened corn in the Marshfield area, even in such a favorable season as 1938. In a short growing season, no doubt early strains would be even more superior.

Although (M 13 x 49) (D x 9) at Marshfield did not yield quite as well as some of

the newer experimental hybrid strains, it did produce considerably better yields of grain than Wisconsin No. 25 and only about a ton per acre less silage than the late hybrids.

Results of trials at Sturgeon Bay were similar to those at Marshfield, as far as grain production was concerned. For silage, early-maturing hybrids were more nearly equal to late ones than at Marshfield. These results indicate that in spite of the fairly long growing season in northern areas coming within the influence of Lake Michigan, it is desirable to grow early-maturing corn. Probably the general cool night temperatures around Sturgeon Bay tend to retard maturity.

At Ashland, 28 varieties and strains of corn were on test, but the work was handicapped by a very wet spring which delayed planting until June 22. As a result, no corn matured in 1938. Some early Spooner hybrids indicated they have promise for silage in the Ashland area, and in some years may produce ripe grain. None of the hybrids were as far along in maturity as Chippewa Flint, a small open-pollinated yellow dent variety developed at Ashland about 20 years ago.—Bull. 443.

## From Abroad

The second official estimate of the 1938-39 corn crop now being harvested in Argentina is for a crop of only 203,000,000 bus., 41 per cent below the average of 346,000,000 bus. for the five years ending with 1936-37.

With average yields the United Kingdom wheat crop for 1939 will be approximately 57,200,000 bus. This would compare with 73,349,000 bus. from 1,928,000 acres in 1938 and with 56,350,000 bus. from 1,836,000 acres in 1937.

## Conspired to Burn Ten Elevators

Fred H. Peterson of Prince Albert, Sask., is charged with conspiracy, forgery, arson and theft.

Peterson was formerly construction sub-foreman for the Saskatchewan Pool.

John Anderson and Johan Johanson now are serving 10-year terms in the penitentiary for arson in connection with the burning of ten grain elevators.

At Humboldt, Sask., June 23, Anderson testified against Peterson, stating Peterson gave instructions how the elevators were to be fired. He and Johanson fired an elevator at Norquay in the spring of 1938, and Peterson gave him \$10 expense money to go to Naisberry to burn an elevator. They burned the Pool Elevator at Engelfield. They set fire to two elevators at Drake and one burned. At Wimmer they set two more.

Peterson's idea was to burn the elevators to get more construction work. In the summer of 1938 Anderson worked for Peterson on construction work at Melford and Snowden.

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all kinds of

# FARM SEEDS

Send samples for highest bid  
to our nearest office:

SIoux CITY, IA.	IOWA CITY, IA.
NORFOLK, NEB.	MANKATO, MINN.
SIoux FALLS, S. D.	CARROLL, IA.
BILLINGS, MONT.	

## MICHAEL-LEONARD SEED CO.

formerly Sioux City Seed Co.

**CRAIBBS REYNOLDS TAYLOR CO.**  
CRAWFORDSVILLE, IND.

**GRAIN**

**Clover and Timothy Seeds**

Get in Touch With Us

**ED. F. MANGELSDORF & BRO.**

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# Feedstuffs

**Production of brewers dried grains** increased about 2,000 tons in May and totaled 10,500 tons, bringing the season's total to 91,300 tons. May, 1938, production was 10,100 tons and the total July through May 98,400 tons.—Buro of Agricultural Economics.

**Olympia, Wash.**—Effective June 9, a retail feed license, costing \$2 is applied to all dealers in feed. Each retail feed license shall expire on March 31 following its date of issuance. The application form used to obtain the license can be obtained from the Department of Agriculture at Olympia.

**The May production** of 14,500 tons of distillers dried grains was the largest monthly output since December and brought the season's total to 138,900 tons against 145,600 tons for the corresponding months last season. May, 1938, production was only 12,100 tons.—U. S. Buro of Agricultural Economics.

**Alfalfa meal production** in May showed a material increase over the April output and was also larger than in May, 1938. About half of the May total of 19,000 tons was dehydrated meal. The season's total of 278,000 tons was the smallest 12 months' production since 1935-36.—Buro of Agricultural Economics.

**Oklahoma City, Okla.**—E. T. Davis, chief feed inspector of the state department of agriculture, basing his report on sales of tags to dealers, states that 28 per cent more feed was sold during the 11 months prior to June 1 than in the corresponding 11 months preceding. As in other parts of the country more home grown feed and roughage is available and more concentrates and com-

mercial feeds must be purchased to balance the ration profitably.

**Des Moines, Ia.**—The feed inspection tax of one-half cent on each 100 pounds produced \$39,162.29 revenue on 391,622 tons of mixed feed in Iowa during 1933. The department of agriculture collected \$439,849.89 in fees from various sources, all but \$23,685.00 of which went into the general fund, the department receiving back less than one-third, or \$121,215, in appropriations. The tax on feed greatly exceeds the cost to the state of performing whatever useful service is given. In fees the commercial feeds paid \$3,701; feed analysis, \$79, and seed analysis, \$251.50.

## Feed Law Enforcement

By L. M. JEFFERS, Chief Buro of Field Crops, California Department of Agriculture, before California Hay, Grain & Feed Dealers Ass'n

When you mix feed in accordance with a formula presented to you by your customer, you are selling to him a special mix. The label must be in accordance with the law and the numbered invoice which you must give him must carry a list of the ingredients and the number of pounds of each ingredient entering into the special mix. The label must indicate payment of the tax. Your copy of the invoice must be kept on file for six months.

The provisions of the law seem to be quite clear and definite. Excuses for failure to comply with them are many and varied. Many of you are to be complimented on your successful attempt to live up to the requirements of the law.

**Alfalfa leaf meal** must not contain more than eighteen per cent of crude fiber. We appreciate the fact that the processor is unable to completely control the quality and the analysis of the product which he turns out. We submit to you, however, the fact that a closer approach can be made and we are insisting that it must be made. Leaf meal is a commodity for which you demand and receive a higher price. You must deliver to your customer in accordance with the label on the material.

To those of you who are using alfalfa products in your mixes, we desire to emphasize very strongly the necessity of using leaf meal if you so indicate on your list of ingredients. We have had too many cases where straight alfalfa meal has been used in the mix, altho the label indicates alfalfa leaf meal. This procedure must be stopped.

**Meat Scraps.**—During the past few months we have made a concerted effort to bring about an improvement in the quality of the meat scraps and the meat and bone scraps. We believe that we now have registered all the reduction plants putting out this type of commodity. We have pointed out quite definitely the necessity of keeping out of this material all hoof, horn, hair, manure, and stomach contents. It has even been necessary to point out to processors the impropriety of including in this type of material whole carcasses of dogs, cats, and other dead animals. We are told that there has been a decided improvement in this commodity during the past few months.

**Standards for Barley Products.**—At the previous meetings there have been extensive and heated discussions relative to barley products. We have attempted to gather together definite information relative to the barley crop

as harvested and marketed in California. Your membership has, in the past, refused to give favorable consideration to our suggestions relative to definite fiber limits on ground and rolled barley. We now feel that we have a sufficient background of data, and also more than sufficient justification from the standpoint of the quality of some of the products which are placed upon the market, to justify us in taking definite action towards the establishment of standards for these commodities. These are now being prepared and will be presented to the proper committee of your organization for discussion and consideration before they are officially promulgated. However, I desire to state definitely that they will be promulgated.

**"Barley feed"** as defined is the entire by-product resulting from the manufacture of pearl barley from clean barley. Furthermore, "barley mixed feed" is the entire offal from the milling of barley flour from clean barley, and is composed of barley hulls and barley middlings. The offal material remaining from the hulling of barley does not come under either one of these definitions and must be called "barley hulls" with the percentage stated on the label, if used in a mixed feed, or if the material is mixed with screenings and contains a fiber content in excess of 14 per cent, it must be labeled as "ground light suctions" with the percentage indicated in the list of ingredients.

**Prunes, figs, and raisins** are being diverted to feed channels because of a surplus, and also because of a governmental policy relative to their disposition. When these commodities were of minor importance, we disregarded them; however, with thousands of tons of these materials entering feeding channels, it has now become necessary for the Department to take a definite stand and require the registration of those distributing such materials, and, except where the material is sold on a bulk basis, such as is the case with the figs and prunes, the parcel must be fully labeled, and, if sold to the consumer-buyer, the label must bear indication of the payment of the tax. This latter condition applies to the raisins. Due to the methods of handling, the tax on the prunes and figs is being paid directly to the Department by the two institutions responsible for their distribution.

At the instigation of your organization, certain amendments to the Feeding Stuffs Act were presented at the present legislature. While the Department has not originally intended to request any amendment to the law, we felt that since it was up for amendment, it was only proper that further amendments should be considered which appeared to be desirable.

The Department has proposed amendments to Section 1081, adding the words "when unmixed" to the exemption applying to whole seeds or grains. We have suggested the exemption of "wet garbage, and salt except in block or chunk form."

We have suggested amendments to Section 1083 relative to the designation of calcium and phosphorus and the elimination of "corn bran" from the improper designation as a filler.

Your organization has suggested amendments to Section 1083.1 and the addition of Section 1083.2 which will change from the policy of registration to a policy of licensing with a definition for an established plant.

The Department has suggested amendments to Section 1083.3 by adding the word "processes" and also incorporating a provision relative to "toll milling." This amendment specifically states that "the processing of exempt commodities by the person negotiating the sale of such exempt commodities shall not be classed as 'toll milling' or 'custom milling.'" We feel that such an amendment is desirable in order to eliminate from the minds of a few the false idea that compliance with the provisions of the law may be evaded by a circuitous route which is not beneficial either to the processor or to the customer.

## Imports and Exports of Feeds

Imports and exports of feedstuffs during April, and for 4 months ending April, 1939, and 1938, as reported by the Buro of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	Imports		4 mos. ending April	
	1939	1938	1939	1938
Hay*	4,403	1,119	18,348	10,080
Coconut cake†	10,689,000	5,264,059	38,458,334	24,920,660
Soybean cake†	2,812,363	5,429,726	9,092,920	12,415,287
Cottonseed cake†	1,066,960	182,000	6,098,691	1,217,500
Linseed cake†	1,344,000	1,892,100	5,105,066	4,012,100
All other cake†	1,270,000	1,880,000	7,290,488	6,324,645
Wheat fds.*	27,549	364	96,222	5,159
Beet pulp*	2,000	6,266	8,149	21,003
Tankage	5,522	2,743	16,675	8,846
Fish scrap	5,574	3,800	21,927	17,755
<b>Exports</b>				
Hay	298	5,183	1,213	54,044
Cottonseed cake	.....	3	.....	15,938
Linseed cake	21,443	14,261	87,922	71,087
Other oil cake	852	2,400	2,072	2,426
Cottons'd meal	452	1,331	681	7,967
Linseed meal	1,055	473	3,355	4,148
Soybean oil-cake meal	2,432	.....	13,128	.....
Other oilcake meal	997	1,644	913	15,495
Fish meal	20	10	87	321
Mxd. dairy & poultry fds.	623	1,004	34	2,635
Oyster shells	3,171	1,072	7,322(?)	9,339
Other prepared & mxd. fds.	313	204	1,615	865
Other fd. bran	285	1,606	7,575	8,877
Kafir, milo, bus.	....	8,582	12	157,859

\*2,000-lb. tons. †Pounds.

## American Feed Mfrs. Ass'n Convention

An enjoyable time was had by the 350 attending the annual meeting of the American Feed Manufacturers Ass'n at Saranac Inn, N. Y., June 12 and 13.

Pres. R. M. FIELD made a report for the staff, which was distributed and not read, as follows:

### Thirty-one Years of Service

The Ass'n is the only national organization of feed manufacturers and as such the industry must look to it for general information concerning all branches of the industry. In 1933 the Ass'n had 113 members, today it has over 250, with branches located in 40 states. The membership includes over 80% of the wholesale feed manufacturers of the country, that is those manufacturers who do a carload transit business and sell to dealers for resale. The membership also includes many companies who are engaged in the production and distribution of by-products and ingredients used in the manufacture of feeds.

The 1937 Census of Manufacturers shows for prepared feeds a total value, in round figures, of \$414,000,000. The Ass'n, now in its 32nd year, serves this very important industry by providing it with economic and trade information upon a tremendous variety of subjects; by representing it in matters of national legislation and in contacts with governmental departments and agencies; by providing its members with a complete digest of all state and other feed laws, with up-to-date information regarding regulations issued by the various states in the administration of these laws; by checking and advising members regarding new state laws and amendments to existing feed laws and by working with the Feed Control Departments and other officials of various states in the interest of securing uniformity in state laws and simplifying such laws so that proper control and inspection of feeds may be insured with the least cost and trouble to manufacturers, consumers and state control officials. The Ass'n keeps its members informed as to research and experimental work in the feed industry.

**Personal Contacts**—During the past year your president has attended district or group meetings of feed manufacturers throughout the country, ranging from New England to Texas, at which both local and general problems have been made the subject of addresses, conferences and discussions which have been well worthwhile. Conferences and meetings have been held with Feed Control Officials, government officials and others connected in many ways with the business of our industry, and have been part of the year's work.

**General State Legislation**—This past winter marked the biennial session of 44 state legislatures and there has been a flood of bills introduced in various states. The Ass'n subscribes to a state legislative service whereby, if a bill of interest is introduced in any state legislature today, we receive tomorrow a brief synopsis of the bill, with the name of the legislator introducing it and the committee to which it has been referred. The complete text of the bill follows in a few days. This information is bulletined weekly to our members for the period during which the state legislatures are in session.

**State Feed Legislation**—Forty-four state legislatures meet in biennial session and this was the year. There have been a number of bills introduced in various states, in a few cases providing new feed laws and in others amendments of the existing law. The states thus legislating are as follows: California, Delaware, Florida, Georgia, Illinois, Iowa, Massachusetts, Michigan, New York, New Jersey, Oregon, North Carolina, Pennsylvania, Texas, Utah, Vermont and Washington.

Washington and Utah have passed new laws. California and Florida have new laws in the making, their legislatures being still in session and no completed action yet. Georgia introduced a new feed law, but the legislature got into a jam and adjourned without action on it. The New York law covered only dog and cat food, but this applies to the cereal foods, which are not covered by the New York General Feed Law, as well as canned meat dog foods.

Customarily new state laws take effect the first of the following year, but some of these laws will be effective July 1st or earlier, and as fast as these laws are passed and the revision of the state sheets can be prepared, they will be furnished you and, to meet the emergency if the digest sheet cannot be revised in time, information as to changes will be given members by bulletin so that they may be informed as to the new provisions. The federal sheet, embodying changes provided by the Federal Food, Drug and Cosmetic Act, which takes effect June 25, 1939, will also be revised and furnished to our members. This revision has been prepared and is now awaiting check and approval by the Food and Drug Administration at Washington.

**Compulsory Trademark Registration Bills**—At the last biennial session of the state legislatures in 1937 there was a flood of these trademark registration bills, all of which failed of passage. This year there were bills introduced in California, Nevada, New Jersey and Oklahoma. The Nevada and Oklahoma bills failed of passage. California and New Jersey bills are still before the legislature.

Several bills have been introduced in the United States Congress covering national trademark registration designed to simplify the present law and provide national protection for trademarks, which legislation, if enacted, may have the effect of cutting out the crop of state registration bills. Much consideration has been given by Congress to this matter of trademark registration and the passage of same will probably depend largely upon the length of the session of Congress.

**National Legislation**—The present session of Congress, which commenced in January, has not produced much, if any, legislation which could be called either helpful or detrimental to business.

**Federal Food and Drugs Act**—This act was passed by Congress and approved June 25, 1938, with the effective date set ahead one year to June 25, 1939. We did not figure that this act would affect our members in any particular degree, because one of the principal provisions of the act was to provide, with respect to foods, drugs, cosmetics, etc., a statement of the ingredients to be shown on the label for the protection of the consumer. This was not directed against feeds because, under state feed laws, we have for 30 years been showing the ingredients on the label of every brand of feed sold; also a guaranteed analysis of the feed, and consumers, under state feed laws, have had this protection which was not extended to foods, drugs and cosmetics.

Interesting addresses were delivered by L. M. Jeffers, pres. of the Ass'n of Feed Control Officials; Dr. R. M. Bethke, of the Ohio Agricultural Experiment Station; P. B. Morehouse, of the Federal Trade Commission; and Dr. C. F. Huffman, of Michigan State College, each of which will be published elsewhere in this or following numbers of the Journals.

In the golf tournament 60 prizes, many of them valuable, were distributed.

**OFFICERS ELECTED** are: Chairman of the board of directors, A. F. Seay, St. Louis, Mo.; vice-chairman, J. B. DeHaven, Chicago; pres. and sec'y, R. M. Field, Chicago; treas., W. R. Anderson, Milwaukee, Ws.

**DIRECTORS** elected: J. B. DeHaven, Chicago; H. Roy Eshelman, Lancaster, Pa.; L. R. Hawley, Chicago; C. C. Lewis, Buffalo, N. Y.; A. F. Seay, St. Louis, Mo.; W. D. Walker, Chicago; C. S. Woolman, Chicago.


The following directors hold over (One Year): R. E. Barinowski, Augusta, Ga.; W. P. Bomar, Fort Worth, Tex.; P. W. Chichester, Frederick, Md.; Ellis T. Early, Cincinnati, O.; J. W. Keller, Philadelphia, Pa.; H. L. McGeorge, Memphis, Tenn.; O. M. Straube, Kansas City, Kans. (Two Years): C. A. Codding, Cayuga, N. Y.; Troy V. Cox, Seattle, Wash.; C. B. Fretwell, Spartanburg, S. C.; W. P. Frost, Buffalo, N. Y.; H. L. Hammond, Boston, Mass.; Searle Mowat, Detroit, Mich.; Frank S. Sheets, Cleveland, O.

## Relative Value of Molasses

In a trial by J. H. Skinner and F. G. King of the Indiana Exp. Sta., involving seven lots of grade Hereford 2-year-old steers, cane molasses was fed in various combinations. When used to replace a part of the corn for full-fed cattle or to wholly replace corn for steers receiving chiefly roughage, the molasses was slightly lower in nutritive value than an equal weight of corn as measured by rate of gain and finish of the cattle. However, the feeding of molasses proved profitable under the conditions

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# Poultry Feeds and Feeding

described at the lower price prevailing for molasses.

A mixture of ground oats and cane molasses in combination with cottonseed meal, clover hay, and corn silage produced as rapid and more economical gains than corn but failed to give a satisfactory finish, resulting in a materially lower net return per head.

## Economical Feeding of Young Turkeys

For feeding young turkeys along with corn and wheat, the most economical mash thus far used at this station contains 5 lbs. meat scraps, 5 lbs. dried milk, 5 lbs. soybean oilmeal and 5 lbs. sardine fish meal as the protein supplement to 80 lbs. of the following basal mixture.

Lbs.	Lbs.
35 ground yellow corn	1.5 granite grit
10 ground oats	1.5 limestone grit
15 wheat middlings	0.5 iodized salt
5 wheat bran	0.5 cod liver oil
15 alfalfa leaf meal	0.025 manganese sulphate

This mash is a modification of the old favorite Wisconsin No. 2 chick mash. The principal differences are that 10 lbs. of oats replace an equal amount of corn, and that the mash includes 20 parts of protein supplement instead of 16.

Two-year feeding trials have shown clearly that the amount of protein used in chick mash is not enough to bring about rapid growth in turkeys. On the other hand, many protein supplements are rather expensive when used as 20 per cent of the mash. The combination of equal parts meat scraps, dried milk, soybean oilmeal, and fish meal has produced as good results as any used here, and at the same time is moderate in cost.

Whether the present ration can be made still lower in cost without materially reducing its effectiveness is a question that will be investigated further by J. G. Halpin, G. E. Annin and C. E. Holmes of the Wisconsin Agricultural Experiment Station.

## Feed Prices

The following table shows the closing bid price each week for September futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot		Kansas City	
	Bran	Midds	Bran	Shorts
April 15.....	21.00	21.50	13.70	17.00
April 22.....	24.00	24.00	13.50	16.50
April 29.....	26.00	26.00	14.00	17.00
May 6.....	22.00	23.00	14.25	17.70
May 13.....	19.50	21.50	13.55	17.00
May 20.....	18.00	20.00	14.45	18.20
May 27.....	18.25	22.00	14.70	18.65
June 3.....	16.50	20.50	14.00	17.60
June 10.....	16.50	21.50	14.20	17.60
June 17.....	16.50	22.00	14.55	17.75
June 24.....	16.75	22.50	13.80	16.90

	St. Louis*		Chicago	
	Bran	Shorts	Soybeans	Meal
April 15.....	16.85	18.85	88 1/4	24.20
April 22.....	16.65	18.35	88 1/2	25.20
April 29.....	17.25	19.35	91 1/2	25.20
May 6.....	17.00	19.70	97 1/2	25.20
May 13.....	16.85	19.25	98	26.20
May 20.....	17.65	20.50	97	26.20
May 27.....	17.75	20.75	92 1/2	26.20
June 3.....	17.00	19.75	92 1/2	25.20
June 10.....	17.35	19.75	94	25.20
June 17.....	17.50	20.00	92	25.70
June 24.....	16.85	18.75	95	25.20

	Cottonseed Meal		Kansas City		Chicago	
	Ft. Worth	Memphis	Alfalfa	Corn		
April 15.....	30.00	23.50	19.00	49 1/2		
April 22.....	30.00	24.00	19.00	50 1/2		
April 29.....	30.00	24.00	18.50	49 1/2		
May 6.....	30.00	24.25	19.00	52		
May 13.....	30.00	24.00	18.50	52 1/2		
May 20.....	30.00	23.50	18.50	52 1/2		
May 27.....	30.00	23.50	18.50	51 1/2		
June 3.....	30.00	23.50	19.50	52		
June 10.....	30.00	23.25	18.75	52		
June 17.....	31.00	23.25	19.00	51 1/2		
June 24.....	31.00	23.00	19.00	50		

\*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

**Cleveland, O.**—The annual convention of the American Poultry Ass'n will be held July 28 at the Hotel Hollenden.

**Cleveland, O.**—The New York Legislature has appropriated \$12,500 for a state exhibit at the World's Poultry Congress.

**Waterloo, Neb.**—A fine of \$50 was imposed on Geo. B. Miller of the Miller Products Co. after he pleaded guilty to falsely branding his goods as a cure for chicken ailments.

**Philadelphia, Pa.**—The Pennsylvania Salt Mfg. Co. has agreed with the Federal Trade Commission to cease misrepresenting that B-K Powder and B-K Liquid safeguard poultry from roup and other deadly winter diseases.

The feed-egg ratio is less favorable to the poultryman. It required 7.14 dozen eggs to buy 100 lbs. of feed in the week ending May 20 at Chicago, against 5.78 dozen during the like week of 1938, as reported by the Bureau of Agricultural Economics. Farm prices of eggs were 2 cents lower on May 15 than a year earlier, per dozen.

**Ft. Worth, Tex.**—The Bewley Mills have agreed with the Federal Trade Commission to cease representing that use of its Red Anchor feeds is a sure way to get maximum production, more vitality or lower mortality; that use of Red Anchor Egg Mash will mean more eggs at less cost, or, when fed along with Bewley's Hen Scratch, will keep the flock's health constantly at the highest level, or that use of the feeds will attain maximum results, unless it is clearly stated that such results can be expected or obtained only when other essential elements such as proper housing, cleanliness, care, water, air, etc., are provided.

**Cleveland, O.**—In the U. S. Government exhibit at the World's Poultry Congress, July 28 to Aug. 7, occupying 18,000 square feet of space in the hall of nations will be one section showing on moving panels the cost of poultry feed, number of eggs produced, and urban income for the last 18 years and how these factors affect egg prices. Visitors will be able to stop the panels at any point and study them. Model poultry houses, how the Post Office Department handles the parcel-post shipments of chicks, how other branches of the Government inspect poultry and eggs, and a graphic picture of the importance of the poultry industry of this country, based on census figures and other data, will be among other important features of the exhibit.

## Iodine Requirements of Poultry

Work on the iodine requirements of poultry is progressing at the Colorado Exp. Sta., where A. R. Patton and others report that altho "goiter in poultry has been noted in iodine-deficient areas, no report of its experimental production has been found. We have obtained goiter in chickens with a ration containing .145 mg per kilo of iodine, and have prevented goiter by the addition of 5 mg per kilo of iodine to the same ration.

"Five hundred White Leghorn chicks were used in the two lots. The basal ration contained 71.5 per cent yellow corn meal, 25 per cent soybean oil meal, 1 per cent casein, 0.5 per cent salt, 2 per cent bone ash, 0.001 per cent activated animal provitamin (50,000 units of D per gram), 0.015 per cent manganese sulfate, and 0.03 per cent of a salt mixture. The vitamin G requirements for growth were supplied by liquid skim milk.

"Thyroid weights of chickens fed the basal ration were 130 per cent of the control thyroid weights at 6 weeks, 240 per cent at 12 weeks and 294 per cent at 18 weeks. In extreme cases, thyroids have been found to approximate twenty times normal weight.

"Histopathological examinations of the enlarged thyroids at these intervals during growth showed an absence of colloid and a hyperplasia of the living cells of the follicles. These changes were apparent at six weeks and increased in severity with age. Thyroid glands from the control group remained normal."

## Ground Wheat for Poultry Feed

The utilization of wheat and wheat by-products in feeding young poultry has been studied by W. E. Poley at the Indiana Experiment Station, giving the collected data in Poultry Science.

**The Effect of the Fineness of Grinding Wheat**—With ground wheat comprising 75 per cent of the chick ration, there was no appreciable difference in the growth rate or feed consumption per unit of gain to 8 weeks of age when medium or coarsely ground wheat was fed. When very finely ground wheat was fed, 75 per cent of the chicks developed crooked beaks (pressure necrosis) within 3 weeks' time, due to the sticky feed adhering to the mouth parts so that this group had to be discontinued.

**Alfalfa Leaf Meal as a Vitamin A Supplement for Ground Wheat**—By varying the alfalfa leaf meal content from 1 to 7 per cent in a basal ration of ground wheat, meat-and-bone scrap, dried skim milk, and salt, it was found that at least 3 per cent of the alfalfa leaf meal was necessary to provide sufficient vitamin A for normal growth in chicks. Definite vitamin A deficiency symptoms occurred when only 1 per cent was added.

**Ground Wheat, Bran and Middlings as Sources of the Antineuritic Vitamin B**—Young chicks were fed various levels of ground wheat, wheat bran, or wheat middlings in combination with a vitamin B<sub>1</sub>-deficient basal diet. Twenty per cent of ground wheat was insufficient to prevent polyneuritis and death, while 30 per cent of ground wheat supplied sufficient vitamin B<sub>1</sub> for normal growth and health to 10 weeks of age. Ten per cent of bran in the diet resulted in polyneuritis in 3 weeks, while 20 per cent of bran supported normal development. Either 10- or 20-per cent levels of middlings prevented polyneuritis, but growth was relatively slow at the lower level. A ration of ground wheat and degerminated yellow corn 45:55 resulted in polyneuritis in mature males.

**Ground Wheat as a Source of Vitamin G Growth Factor. Unknown Factors Which Affect Plumage Color and Structure**—Wheat proved to be somewhat more potent than corn in vitamin G. A ration containing 3 per cent alfalfa meal and 50 per cent ground wheat provided sufficient vitamin G for practically normal growth, while reducing the wheat content to 30 per cent and substituting corn for the remaining 20 per cent resulted in a vitamin G deficiency. Certain abnormalities in plumage structure and color are described. Including a high percentage of ground wheat or smaller amounts of bran, middlings, or dried skim milk in the diet improved the plumage structure but did not supply the factors necessary for normal pigmentation in the feathers of Barred Rock chicks.

**Protein Supplements for Ground Wheat**—Six trials are reported showing the effect of various levels and sources of protein when wheat was the principal ingredient in the chick diet. Replacing a part of the wheat with either bran or middlings failed to improve the growth-promoting value of the ration. Meat-and-bone scrap, in combination with dried skim milk or soybean oil meal, proved an effective source of protein.

# Quality in Feeds

By R. M. BETHKE, Ohio Agricultural Experiment Station, Wooster, O., before American Feed Manufacturers Ass'n at Saranac, Inn, N. Y.

The feed manufacturer is still concerned with the gross chemical analyses of his feeds, but the progressive individual realizes that such determinations have serious limitations and that he must give consideration to the vitamins, minerals and the quality of the ingredients, if the feed is to be good. Balanced rations and nutritive ratios are still good terms, but they fall short if the feed is not complete in all essential nutrients, irrespective of the correctness of the balance or ratio between the proteins, carbohydrates and fats.

Quality as applied to feeds may be defined as the characteristics of the product which determine its value, worth or place.

What distinguishes a good from a poor quality protein? Scientists have shown that proteins are made up of a varying number and percentage of amino acids. The same kind and number of amino acids do not occur in all proteins. As a matter of fact, there are probably no two proteins which contain the same kind and percentage of amino acids. It has also been shown that some of the twenty-odd known amino acids are indispensable (essential) to the animal. This means that the animal cannot make the essential amino acids.

If one or more of these essential amino acids are lacking in the feed, the animal will not grow or produce because of an amino acid deficiency. These differences in the amino acid make-up of proteins are prime factors in determining protein quality. In other words, a protein which contains the essential amino acids has higher feeding value than one which is deficient in one or more of the amino acids. It is commonly stated that "proteins of animal origin are better than proteins of plant origin." The reason is that animal proteins, as a group, contain a larger percentage of the essential amino acids than vegetable proteins. It should be noted, however, that there are exceptions to this general statement.

The digestibility of the protein in a feed or supplement is also a factor which must be considered. It is obvious that a feed in which 90 per cent of the protein is digestible is of higher quality or greater value than a feed in which the protein is only 70 per cent digestible—providing, of course, both products contain approximately the same essential amino acid make-up. Some proteins, like gelatin (the principal protein in "stick water") are very digestible but are of low feeding value or poor quality because they are deficient in some of the essential amino acids. Thus, if a product like tankage contained a high percentage of dried stick, its protein would be very digestible but it would still be of a low quality.

That protein supplements vary in quality has been shown by many investigators. Workers at Cornell found that the protein efficiency of different samples of meat scraps varied from 75 to 91 per cent. At the Ohio Station comparisons of eight different tankages for pigs in dry lot showed variations in average daily gain from 1.10 to 1.38 pounds and in feed requirements from 421 to 471 pounds. These differences in meat scraps and tankages were not due to the amount of protein but rather the quality of the protein present.

The temperature employed in the process of manufacture of a product may be a factor which affects quality. Low temperatures, in most instances, are conducive to the production of a higher quality product than one produced at a high temperature. Temperature does not affect the amount of protein present but the feeding value. For example at the Ohio Station it was found that the protein in a fish

meal produced at a low temperature was 96 per cent digestible and had a biological (feeding) value of 91 per cent in contrast to values of 86 per cent for the protein in a fish meal made from the same raw material but dried at a considerably higher temperature. Obviously the low temperature fish meal possessed greater actual feeding value than the high temperature meal even tho their total protein contents were comparable. High temperatures can also affect adversely the vitamin content, and in some instances may affect the value of a feed in other respects not yet known.

While high temperature is destructive in certain instances, it can also prove beneficial. This is especially true in the processing of soybean oil meal and cottonseed oil meal. Experimental work has shown that soybean meal subjected to proper heat treatment to give it a mild roasted or nut-like flavor is of greater feeding value for pigs and chickens than a similar raw-tasting meal not properly heat-treated. In the case of cottonseed meal proper heat treatment will remove the dangers of "gossypol poisoning" when it is fed in liberal quantities to certain species of animals. It should be noted that if the temperature applied is sufficiently high to impart a scorched or burnt taste to the meal, its feeding value or quality will be lowered.

**Mineral Content.**—The superior value of legume hays over timothy is not only due to their greater protein and vitamin content but also to the larger percentage of calcium that they contain. The value of meat scraps, tankage and fish meals, altho primarily considered as protein supplements, is in part due to the minerals that they supply. Special attention must be paid to the proportion of calcium to phosphorus in the feeds of certain species, as well as to the amount of these respective elements present, in order to produce a high quality feed.

**Vitamins.**—Fish oils are extensively used as sources of vitamins A and D. It has been shown that these straight oils vary greatly in their vitamin content and that the color, odor, or other chemical characteristics of the oils are no criteria of their vitamin content. The true feeding value or quality of the oil depends upon the amounts of vitamins present and not on other characteristics. In spite of the wide publicity given to these facts, there are still some individuals who purchase their fish oils on the basis of price per gallon, odor, color, etc.; regardless of the vitamin potency or the cost of adequate vitamin protection per ton of feed. Because a feed smells strongly of fish oils is no guaranty that it contains adequate vitamin A and D unitage. With the progress that has been made in the standardization of fish oils with regard to their vitamin potency, and the judicious use of such oils in feeds on the basis of their vitamin content, the feed manufacturer can assure himself of adequate vitamins A and D in his feeds.

**Alfalfa meals** find extensive use in certain feeds. Their true feeding value or quality cannot be judged by the protein and fiber content. These criteria are of value but they can also be misleading. It is possible for an alfalfa meal to be high in protein and low in fiber, and contain only one-half as much riboflavin (vitamin G) as another meal of similar chemical analysis. Furthermore, it is possible for a meal to be of good color and yet be lower in carotene (provitamin A) than its color would suggest. The length of storage and the condition of storage are factors which markedly affect the carotene loss in alfalfa meals without affecting the protein, mineral or fiber content. The true value or quality of the meal depends upon its vitamin as well as its protein and fiber content.

**Protein supplements** have within recent years been shown to vary in quality with respect to vitamin content, as well as in quality protein. For example: the amount of riboflavin (vitamin G) in meat scraps and fish meal depends upon the kind and source of the raw material and the method of manufacture. Work at Ohio has shown that these products may vary over 100 per cent in their riboflavin value. In the table herewith are given the results of some

Variation in the Riboflavin (Vitamin G) Content and Quality of Protein in Different Fish Meals

	(Average of Two Trials)		With 5% Dried Skim milk	
	Without Skim milk			
	lbs.	%	lbs.	%
Av. Wt. at 10 Wks.	Leg Paralysis		Av. Wt. at 10 Wks.	Leg Paralysis
Menhaden meal (flame dried) 0.66	57		1.43	0
Menhaden meal (steam dried) 1.24	30		1.51	0
Cod and had-dock meal ... 1.61	0		1.60	0
Salmon meal ... 1.49	15		1.55	0
Sardine meal ... 1.42	12		1.52	0
Crab meal ... 1.47	0		1.47	0
Shrimp meal ... 1.38	7		1.48	0
Tuna meal ... 1.06	30		1.43	0

studies with chicks conducted at the Ohio Station with different fish meals. The experimental rations were comparable in total protein and other respects except for the inclusion of 5 per cent dried skim milk and the type of fish meal. The per cent of nutritional leg-paralysis in the unsupplemented milk groups gives a comparative index of the riboflavin (vitamin G) content of the different fish meals. The addition of 5 per cent of the particular dried skim milk provided adequate riboflavin (vitamin G) so that the differences in the weight of the chicks fed the different fish meals plus milk can be attributed to a difference in the value or quality of the protein in the different fish meals. It is also known that dried milks and dried wheys vary in their riboflavin content, which is a factor that affects their worth or quality.

(To be continued)

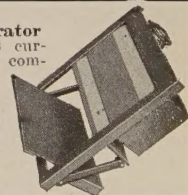
In the c.i.f. market at Liverpool, Argentine Rosafe wheat, 63½ lbs. per bushel, for shipment in June, was offered June 12 at 57½¢ per bushel. This involves a loss to the Argentine board of about 18¢ per bushel, taking into account transportation charges. On the same day Manitoba No. 1 northern for June shipment from Vancouver was quoted at 76½¢, No. 3 northern for June shipment from Atlantic ports at 70½¢ and Australian wheat afloat at 63¾¢.

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## Fiber Content of Feeds

By C. F. HUFFMAN, Michigan State College, before American Feed Mfrs. Ass'n.

The greater demand for fat in commerce and the tendency to incorporate highly nutritious grasses and legumes in feeds has focused attention on the needs for fat and the use of fiber in the ration of animals.

**The Nutritional Significance of Crude Fiber.**—Crude fiber makes up about one-third of the dry matter of roughages, besides the covering of the seeds of plants used for feeds consists largely of this constituent. The method (Weende) in common use at the present time for determining cellulose was devised about 80 years ago. After removal of the water and fatty material from a given sample of feed, it is boiled for 30 minutes with 1.25 per cent sulphuric acid and then for the same time with 1.25 per cent sodium hydroxide. This leaves the crude fiber and ash. The loss on ignition of the dried residue is the crude fiber.

The composition of the crude fiber is fairly uniform for feeds from seeds and seed by-products. The amount of crude fiber material is usually not very great in such feeds. This is not true for roughages where the amount of cellulose, lignin, and hemicelluloses vary with maturity. The present official method does not include all the lignin, consequently some of this inert material is found in the nitrogen free extract.

The chemical analysis of feeds is supposed to give an indication as to the nutritive value of the feed. Such is not the case with the present official crude fiber method, since it fails to take into consideration the nature of the fiber from an animal point of view. This was suggested by the recent work of Crampton and Maynard. In their work, the division of crude fiber into cellulose and lignin was of greater biological significance than the old crude fiber fraction.

Young plants are characterized by having cell walls made up of pectin, cellulose, and a low amount of a substance called lignin, which is almost inert. The cellulose content of the plant at this stage of maturity is highly digestible. As the plant matures the pectin is replaced with cellulose and lignin. At about the time the boots appear the dry matter of plants becomes less digestible as shown in Table I.

Table I. Digestion Coefficients of Constituents of Grass in Its Young Leafy and Mature Stages of Growth (Woodman)

Constituent	Young leafy grass per cent	Grass at hay stage of maturity per cent
Fiber .....	84	52
Carbohydrate ...	87	53
Protein .....	85	50
Fat .....	60	30

It is apparent from this table that a radical change has taken place in the grass with increased maturity. It is believed that the locking up of nutrients in roughages is associated with lignification. This is illustrated in Table II.

Table II. Effect of Lignification on Digestibility of Cellulose (Woodman)

Non-lignified feeding stuffs	Coefficient digestibility of cellulose, per cent
Sugar beet pulp.....	89.7
Mangolds .....	78.0
Cabbage .....	74.0
Sugar beet tops.....	71.0
Oat straw .....	54.0
Wheat straw .....	50.0
Cottonseed cake .....	37.0
Linseed cake .....	32.0
Wheat bran .....	26.0
Palm kernel cake.....	21.0

In case of the seeds, the low digestibility of the crude fiber does not affect the digestibility of the other constituents. In the vegetative part of the plant, however, the lignification of the cellulose of the cell wall prevents the digestion of the protein, ether extract and nitrogen free extractives contained within the cell.

Crampton has recently reported that rabbits made the greatest gain on grass clippings with the lowest lignin content. There is some evidence, however, that the character of the lignin is more important than the amount.

The nutritive value of dried young grass is about equal to concentrates for energy. In addition, it is rich in many health factors. The feed industry must be prepared to use more of this product. We are facing a grass age. As a matter of fact, young grass is one of the best balanced single foods.

Cattle, sheep and goats have so called stomachs in which roughage stagnates. While in the paunch or rumen microorganisms digest the fiber. Most rumen digestion studies have been made as test tube experiments. Recently Pochan and Woodman concluded that fatty acids (principally acetic acid) are the principal end products of rumen digestion. This does

not explain Kellner's results in which a pound of total digestible nutrients in crude fiber was equal to a pound of starch. The rumen remains an unknown, unexplored region.

There is very little difference in the ability of cows and sheep to digest crude fiber.

## Pennsylvania Dealers at State College

The 62nd annual convention of the Pennsylvania Millers and Feed Dealers Ass'n was held June 7 to 9 at State College, Pa.

John Dickie, professor of agronomy, told of the "Soybean Situation in Pennsylvania;" Dr. R. V. Boucher, research biochemist in poultry, the "Effect of Storage on Nutrient Values" and Dr. S. L. Bechtel, husbandry expert, the "Relationship between Carotene and the Health of a Herd."

A grain grading school was conducted by C. O. Gromer, professor of agronomy.

A banquet with entertainment was given Thursday evening.

## Eastern Federation Meets

The large attendance at the first spring meeting of the Eastern Federation of Feed Merchants indicated approval of the annual meetings at this time of year. Over 100 were present at Binghamton, N. Y., June 5 and 6.

HERBERT A. RAPP, chairman of the com'te on motor vehicles of the New York State Assembly, who happens to be a feed dealer, told how he had had enacted a bill requiring truckers who buy farm products to be registered. The bill had not yet been signed by the governor, and Mr. Rapp hopes to improve it by amendments at the next session of the legislature. He said some states have gone too far in attempting to legislate the trucks off the road, which can not be done.

DR. GEO. E. TAYLOR, New Jersey State College of Agriculture, pointed out the increasing importance of grass silage and high quality roughage in feeding concentrates.

At the banquet John V. Nolan, pres. of the Southeastern Pennsylvania Feed Merchants Ass'n, was toastmaster; and Dr. D. C. Carpenter gave a talk on plastics.

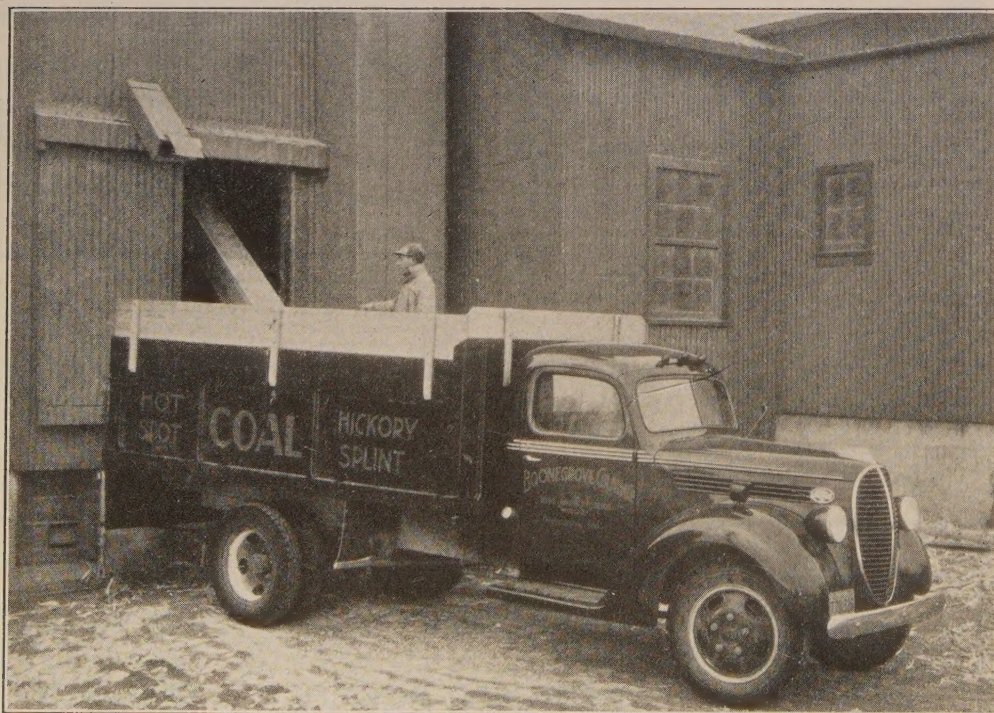
W. R. SQUIBB delivered an address, with lantern slides, on "Vitamin and Mineral Requirements."

CLIFFORD R. PLUMB, of the Bureau of Food Control, told of state law enforcement.

The resolutions adopted contained a request that feed manufacturers and brokers discontinue selling on consignment and on open account, and to sell to all on a like basis; reaffirmation of the position that "the Eastern Federation of Feed Merchants is opposed to concessions being granted to co-operatives which are not available to private business interests;" opposition to wage and hour regulations which will hinder the feed industry from serving agriculture; approval of legislation that will place all types of transportation carriers on a competitive basis; instructing the president to appoint a com'te which will endeavor to provide members of the federation with a simple and adequate cost accounting system.

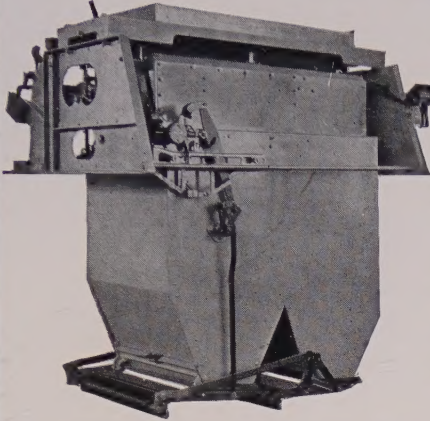
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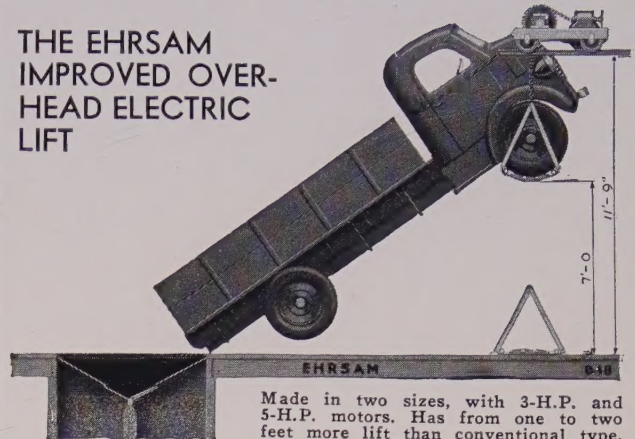
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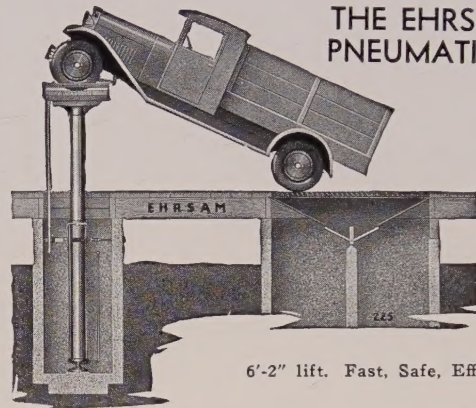
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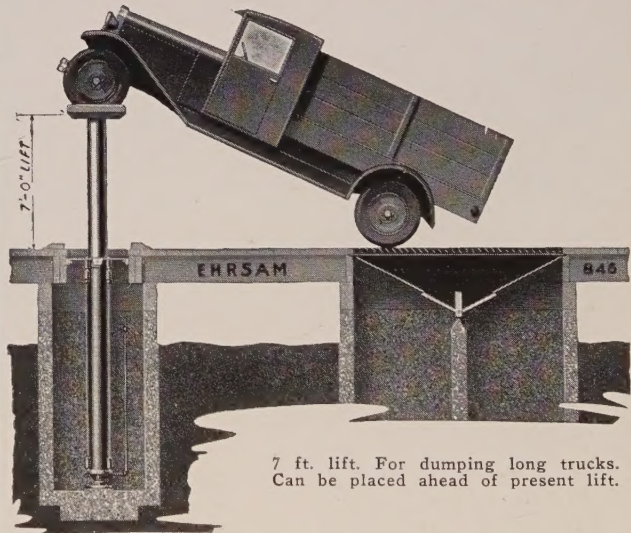
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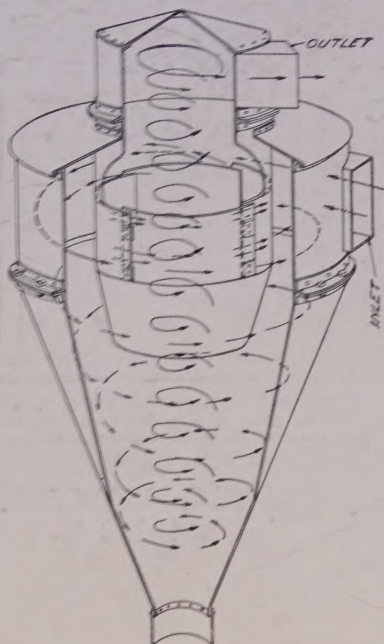
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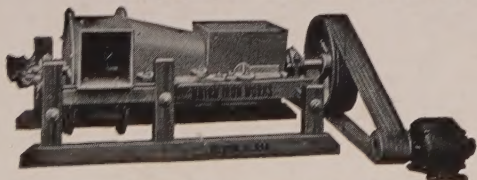
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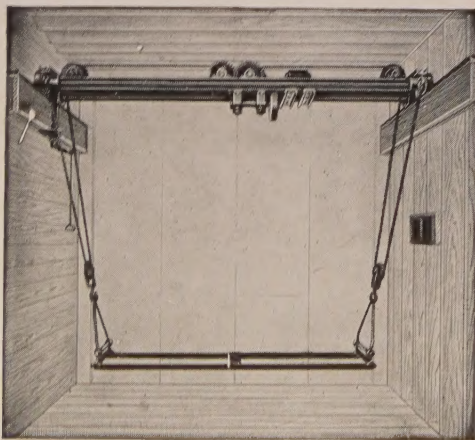
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